

Joe Rabick

ACCOUNT MANAGER

PROFESSIONAL EXPERIENCE

CONTACT



724-513-8200



joerabick@gmail.com



www.rabick.com



Pittsburgh, PA

EDUCATION

Bachelors of Arts – History

University of Pittsburgh, Pittsburgh
2008-2010

SKILLS

- Goal-Oriented
- Sales Development
- Customer Relationships
- Persuasive Communication Expertise
- Managing Advertising Packages
- Proficient in:

WordPress, Adobe Photoshop CS3,
Microsoft Office (PowerPoint, Word, Excel,
Outlook)

STRATUS BUILDING SOLUTIONS – SALES CONSULTANT

| 02/2021 – PRESENT

Stratus Building Solutions is the industry-leading franchise in green commercial cleaning. Stratus franchisees utilize state-of-the-art cleaning equipment, sustainable processes, and Green Seal Certified, biodegradable and non-toxic branded cleaning chemicals; Stratus Building Solutions is second to none in green commercial cleaning.

I am responsible for securing new accounts for our franchisees. I also manage the franchisee to meet the Stratus cleaning standards and the customer's expectations.

Services we provide are:

- Routine Janitorial Services
- Disinfecting Services
- Hospital Grade Cleaning
- Green Commercial Cleaning
- Hard Floor Stripping and Waxing
- Carpet Cleaning and Extraction
- Restroom Disinfection
- Pressure Washing
- Post-Construction Cleaning
- Window Cleaning
- Day Porter Services

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PARTSMASTER – ACCOUNT MANAGER

| 10/2019 – 01/2021

- Grew customer base by identifying needs to deliver relevant product solutions that met client budgets and schedules.
- Reached out to accounts measuring satisfaction and increased revenue.
- Maximized profit opportunities by effectively managing time and resources to meet sales objectives.
- Oversaw multiple accounts and worked diligently to meet and exceed performance goals.

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ALLEGRA / IMAGE360 – ACCOUNT MANAGER

| 2018 – 2019

- Boosted client satisfaction ratings by actively listening and resolving customer's comments and concerns.
- Identified business prospects through cold calling, networking, marketing and database leads.
- Collaborated with graphic designers to produce high-quality advertising in line with brand image.
- Exceeded sales quota by \$182K in sales during FY 2018.
- Exceeded sales quota by \$85K in sales during FY 2017.

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EDGECLICK – ACCOUNT MANAGER

| 2016 – 2018

- Improved profitability and pipeline with multiple marketing channels and sales strategies.
- Established and serviced 30 new accounts in assigned territory.
- Promoted branding initiatives, implementing effective marketing and sales campaigns.
- Executed updated marketing plans to increase branding exposure, customer traffic and sales.
- Exceeded sales quota by \$85K in sales during FY 2017.

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BCMJ CONTROLS – ACCOUNT MANAGER

| 2015 – 2016

- Prepared and processed contracts and order forms for new and existing customers.
- Elevated customer purchasing experiences to promote steady revenue.

ALLEGRA / IMAGE360 – BUSINESS DEVELOPMENT MANAGER

| 2014 – 2015

- Developed customized sales techniques to successfully sell and upsell traditional and digital media services to new and existing clients.
- Identified and approached potential customers by generating leads, setting appointments and conducting site visits.
- Promoted branding initiatives, implementing effective marketing and sales campaigns.
- Communicated all sales promotions to customers to grow average customer account size by 196%.
- Received recognition in the Honors Sales Club in 2014 and 2015.

BEAVER COUNTY TIMES – MEDIA ACCOUNT MANAGER


| 1999 – 2014

- Managed campaign development, creative designs and ad tracking.
- Reviewed advertising copy, design comps and final art to approve work.
- Wrote strong advertising copy for use in email blasts, social media posts and online ads.
- Developed attractive and engaging print and digital ads.
- Exceeded sales quota by \$80K in sales during FY 2014.
- Exceeded sales quota by \$70K in sales during FY 2012.
- Exceeded sales quota by \$85K in sales during FY 2008.

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REFERENCES

Partick Bingle

OWNER

SPARK Digital Sales Group, Inc.
724-622-0284

ABOUT

I am a goal-oriented Account Manager with 20 years of experience in sales and account relations. Consistently establishes competitive structures, handles large customer load and seeks out new leads with independent and hardworking approach.

RECOMMENDATIONS

Dan Carr - Majors/National Sales Team at Pittsburgh Post-Gazette

Joe Rabick is pure confidence; he wants to be the best! He is thought of highly by his clients, and is viewed as an extension of their business. Joe wants to be in control; he takes the time to know his clients, understands their needs, and therefore, he can offer recommendations to make businesses more successful. His follow-up is impeccable, he leaves nothing to chance. If it's 4th and goal on the one, give the ball to Joe!

Patrick Bingle - Co-Founder Partner SPARK Digital Sales Group, LLC

Joe is a superstar salesperson! He started as the sole salesperson within the Interactive Media division and built a huge block of online business from the ground up. He was the key to our success. His infectious smile, cordial personality, and high level of integrity insures success! All of Joe's clients truly respect and enjoy working with him. Joe is a true professional that I would highly recommend to any company!

Rich Riffle - Art Director at Moderne Glass

I have known Joe Rabick for over 8 years and I have always known him to be the personable professional who always goes above and beyond for his clients developing influential concepts with his highly effective marketing skills. In addition to successful account management in print and online medium, Joe brings technical skills and knowledge to the table making him a valuable asset to the advertising department. His team attitude is a pleasure to work with and if he is having a bad day, nobody knows it, especially his clients.

Albert Sobolosky

OWNER

Albert's Heating & Cooling
724-876-0100

Rich Riffle

ART DIRECTOR

Moderne Glass Company
412-974-1239