



OLIVIA GIBBS

WORK EXPERIENCE

Sales Account Executive

Hibu - Omaha, NE

November 2020 - present

- Exceeded revenue objectives by 128% by identifying and leveraging new business-to-business opportunities within regional territory
- Successfully implemented client retention strategies within core book of business, retaining over 98% of clients
- Developed and maintained trusting relationships with clientele by establishing proactive client-driven solutions and resolving issues with a sense of urgency
- Successfully closed sales and maximized revenue, achieving above standard quotas - currently ranking top 10 in first year with company
- Demonstrated superior product knowledge and continued educational training to effectively educate and engage clients
- Conducted prospecting and cold calling, as well as created and presented digital presentations to build value of software products
- Received most 5-star client reviews in the region as a result of strategic planning and executing daily/weekly business plans with consistent follow-up

Field Producer

FOX Sports Florida - Fort Lauderdale, FL

2018 - 2020

- Lead organizational meetings detailing content research and team structures
- Collaborated with professional teams creating effective scheduling operations that produced quality fan experiences
- Conducted interviews with athletes from the Miami Heat, Tampa Bay Rays, Miami Marlins, Orlando Magic and Florida Panthers
- Teamed with camera crew to obtain relevant shots, footage and highlights
- Researched current story ideas with producers for shows, packages and features

Production Assistant

FOX Sports Florida - Fort Lauderdale, FL

2018 - 2020

- Managed schedules of directors, producers and hosts to ensure timely workflow throughout live studio productions
- Organized daily tasks for fellow assistants to coincide with specific sporting events
- Selected to train new employees to expedite their acclimation in the fast-paced work environment
- Produced packages for on-air talent to complement studio shows

PERSONAL PROFILE

Award-winning sales rep distinguished by surpassing quota objectives and providing elite client experiences. Self-starter ranked in the top 10% nationwide for sales of both newly launched and established products. Strategic negotiator and communicator who is client-focused, quickly establishes rapport, and cultivates lasting relationships with accounts.

EDUCATION

University of Pittsburgh

Master of Science in Chronic Disease, 2017

University of Southern California (USC)

Bachelor of Arts in Communication, 2015

SKILLS

- Product knowledge
- Assertive closing
- Negotiation
- Client retention
- Account management
- Cultivating relationships
- Creative problem solving
- Strategic planning

CONTACT

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Oxford, GA 30054

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WORK EXPERIENCE

PERSONAL PROFILE

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ACC Production Intern

FOX Sports Florida - Fort Lauderdale, FL
2017 - 2018

- Devised daily operations for Executive and Coordinating Producers
- Executed all aspects of studio production including content creation and studio setup
- Hosted, edited and produced weekly shows for the Miami Heat and FOX Sports Florida social media accounts
- Performed behind the scenes interviews for social media accounts
- Reported daily updates for the networks' professional teams

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ACHIEVEMENTS/LEADERSHIP

- Outstanding Sales Representative: Best Sales Performance Rookie of the Year
- Division I Women's Basketball: USC and University of Pittsburgh student-athlete
- PAC-12 and ACC Academic All-American
- Captain of USC and Pittsburgh Women's Basketball Teams
- Girls Got Next: guest speaker and panelist for an NFL Women's Networking Event
- Leadership Summit: UCLA, 100 finalists selected nationwide to attend academic retreat
- Volunteer: Lending Hearts - foundation for children in remission of cancer
- Volunteer: Children's Hospital Los Angeles - mentor to children battling terminal illnesses

SKILLS

- Product knowledge
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PROFESSIONAL REFERENCES

- Maggie Maloney: Director of Sales, *Seagen*
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LinkedIn: [linkedin.com/in/maggiemaloney](https://www.linkedin.com/in/maggiemaloney)
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