





JAMES LEWIS

Channel Sales Manager

CONTACT

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Cleveland, OH 
[LinkedIn](#) 

EDUCATION

Bachelor of Science
Business Administration
Ohio State University
2013 - 2017
Columbus, OH

SKILLS

Pipedrive
Looker
Campaign Monitor
Channeltivity
QlikView
Jira
Cisco Webex
Clari
Pluralsight
PandaDoc

WORK EXPERIENCE

Channel Sales Manager

Parker Hannifin

2023 - current / Cleveland, OH

- Managed a partner onboarding process through Channeltivity, amplifying partner engagement by 27% and reducing training time by 56 hours per quarter
- Analyzed sales performance data using Looker, *identifying eight key areas for improvement and boosting sales efficiency by reducing overhead costs by \$44,846*
- Advocated the integration of Pipedrive CRM into sales processes, enhancing pipeline tracking and deal management and increasing forecast accuracy by \$1.2 million
- Designed a new partner incentive program, leveraging insights from Pluralsight to boost partner engagement and sales by \$168,942

Territory Sales Representative

FirstEnergy Corp

2020 - 2023 / Akron, OH

- Built collaborative workflows in Jira for cross-departmental sales initiatives, *reducing project delays by 9% and speeding up product launches by two weeks*
- Spearheaded regional sales initiatives using Campaign Monitor email campaigns, boosting lead conversion rates by 16% and generating an additional \$258K in revenue
- Upgraded customer engagement practices using Salesforce, enhancing client interaction and improving customer ratings from 7.8 to 8.9 out of 10
- Developed an automated reporting system through QlikView, cutting down report generation time by 69% and enhancing decision-making

Sales Assistant

Nationwide Insurance

2017 - 2020 / Columbus, OH

- Executed new claim processing procedures with PandaDoc, decreasing average resolution time from 16 days to four days
- Monitored territory performance using Clari, identifying pipeline bottlenecks and reducing sales cycle times by 11%
- Facilitated virtual meetings and partner communication using Cisco Webex, ensuring 100% attendance and improving collaboration
- Processed and approved over 419 sales deals per quarter through Channeltivity*, streamlining partner deal registration and increasing partner satisfaction to a rating of 4.4 out of 5