

VIRGINIA HUTAURUK

CUSTOMER-OBSESSED ACCOUNT LEAD

- Experience working in a **fast-paced, Fortune 100 company** in the US and **luxury hospitality** in Southeast Asia;
- 2+ years working both as **B2B & B2C sales, lead generation and account management**;
- **6 figure deal closer, skilled negotiator, curious and independent thinker**

SKILLS



REMOTE WORK EXPERIENCE:

- **2+ years of experience working remotely, with distributed teams;**
- Expert user of tools for distributed teams (such as **Slack, Zoom, G-Suite**)

ACHIEVEMENTS:

- **Drafted and closed two 7 figure proposals for Fortune 100 companies**
- Surpassed sales targets by **200-300%** in 2018-2020
- **Highest performing sales analyst** out of 8 other analysts at AIG
- Generated \$300K USD in revenue within 6 months at AIG and \$75K within 1 month at Abaca Villas

SALES & ACCOUNT MANAGEMENT SKILLS

- Leading full sales cycle
- Relationship Management
- Account Management
- B2B and B2C sales
- Client Retention
- Customer Service

RELEVANT WORK EXPERIENCE

SALES AND MARKETING LEAD @ ABACA VILLAS (INDONESIA)

Remote,
01/2020 - present

RESPONSIBILITIES:

SALES AND BUSINESS DEVELOPMENT:

- Leads sales and marketing strategy (3500-4500 USD nightly rate)
- Increases monthly occupancy by 30% in 3 months

COMMUNICATION SKILLS:

- Conduct 5-10 in-person and zoom meetings, complete 20-30 daily inbound calls and send 100-150 customized prospective e-mails weekly

LEAD GENERATION:

- Builds over 50 partnerships with luxury travel agencies in Southeast Asia, Australia and Europe through HubSpot

PRODUCT MANAGEMENT:

- Awarded in top 5 luxury villa in Bali by Honeycombers in a highly saturated market

SALES UNDERWRITING ANALYST @ AMERICAN INTERNATIONAL GROUP (AIG) (TEXAS - USA)

Remote,
07/2018 - 07/2019

RESPONSIBILITIES:

SALES AND BUSINESS DEVELOPMENT:

- Marketed a \$27M portfolio and managed an individual book of \$700K in revenue
- Grew annual revenue by 10% while the market experienced a 15% revenue loss

COMMUNICATION SKILLS:

- Presented and closed ten 6-7 figure deals to senior executives and risk managers of Fortune 100 companies
- Resolved 6 figure claims issues via e-mail and phone

LEAD GENERATION

- Utilized Salesforce daily for lead and contact management of 150 senior executives and risk managers of Fortune 500 companies

ACCOUNT MANAGEMENT:

Managed 42 accounts, twice the average workload of a first-year analyst in a "soft" market with high catastrophe losses in 2018

SELECTED TECH SKILLS:

- **HubSpot**
- **Salesforce**
- **Google Suite**
- LinkedIn Marketing
- MailChimp

LEADERSHIP & SOFT SKILLS:

- **Entrepreneurial mindset;**
- **Self and fast learner;**
- **Problem-solver**
- Action-oriented;
- Team Management;
- Project Management;
- Assertive Communication;
- Trustful Relationship Builder;
- Highly empathetic.

LANGUAGES:

- **English:** Native
- **Indonesian:** Native

EDUCATION & TRAINING:

- **Bachelor's of Business Administration in Economics** (UNIVERSITY OF GEORGIA - Athens, GA, USA). GPA: 3.34/4, Dean's List (Received merit-based scholarship)
- Currently enrolled in an Online **Web Development Course** (Skillshare)

SALES UNDERWRITING INTERN (AIG) (TEXAS - USA)

Remote,
05/2017 - 08/2017

RESPONSIBILITIES:

SALES AND BUSINESS DEVELOPMENT:

- Generated \$500K of new business in other divisions through cross-selling initiatives

COMMUNICATION SKILLS:

- Supervised a team of 5 interns and received funding to present a mock artificial insurance application to senior executives

LEAD GENERATION:

- Utilized Salesforce to identify 15 cross-selling opportunities through research of 200 existing accounts in the company

PROPOSAL CREATION:

- Drafted 20 endorsement contracts for ten 6-figure energy clients

SALES ANALYSIS:

- Performed top 20 competitor research and risk analysis of 25 oil and gas accounts

BENEFITS SALES INTERN (AFLAC) (GEORGIA - USA)

Remote,
05/2016 - 08/2016

RESPONSIBILITIES:

SALES AND BUSINESS DEVELOPMENT:

- Generated \$50K of new business through cold-calling, e-mailing and community outreach strategies

COMMUNICATION SKILLS:

- Presented 5-10 product presentations weekly to small business owners of less than 50 employees

LEAD GENERATION:

- Marketed 7 supplemental insurance products to 50 small business owners in Georgia

CONTACT DETAILS: LET'S TALK!

Skype: live:..cid.5e6e0e22a408af43

Phone: +6281288049668

E-mail: hutaurukvirginia@gmail.com

LinkedIn: <https://www.linkedin.com/in/virginiahutauruk>

Location: based in Indonesia. Available to work within GMT+2 to GMT+12