

Jeslee Baker

Dallas, TX

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319-759-3688

Education:

University Of Iowa, Iowa City, B.A. 2021, Health & Human Physiology

Professional Sales Experience

Apex Systems

March 2025- Present

IT consulting and workforce solutions firm, provides consulting, staffing, and project-based services across tech sectors

Account Manager / Business Development, Salt Lake City, UT

- Responsible for the sale and delivery of IT consulting and workforce solutions to 20+ accounts across Salt Lake City
- Major Markets Include: Healthcare, Government, and Technology Sectors
- Individuals Interfaced With: CIOs, Hiring Managers, Project Leads, and Procurement Teams
- Position requires 150+ cold calls per day, client presentations, and ongoing account expansion
- Collaborate cross-functionally with Recruiting, Delivery Managers, and Client Directors

Johnson Controls

October 2024- February 2025

Manufacturer of HVAC systems, provider of building automation, delivers fire, security, and energy solutions

Business Development, Salt Lake City, UT

- Prospected and generated new business opportunities for HVAC service contracts
- Built relationships with building owners, property managers, facility teams, and general contractors
- Conducted cold outreach and qualified leads to support sales pipeline growth
- Collaborated cross-functionally with operations and service teams to align on deliverables
- Gained hands-on experience in B2B consultative sales with the commercial HVAC industry

TK Elevator

June 2021-

February 2024 (Dallas, TX) & April 2024- October 2024 (Salt Lake City, UT)

Manufacture of high end elevators, contractor of maintenance, provides repairs and modernization

Outside Sales Rep / Senior Account Manager

- Responsible for the sale of service contracts and repairs to 500+ local & national accounts in Greater Dallas & Salt Lake City
- Major Markets Include: Commercial Buildings, Apartment/Condominium Living, Grocery Stores, etc.
- Individuals Interfaced With: Building Owners, Property Managers, Building Engineers and Facilities
- Position requires cold calling as well as account maintenance and expansion
- Average Size Sale: \$50-\$100k, total annual volume is \$1.9M

- Recognized as the #1 Digital Sales Performer across North America
- Work alongside a team of Mechanics, Superintendents and Operations Managers
- Additional Responsibilities Include: Training new sales reps, creating and executing personal business plan, attending trade shows, conducting new owners training, and building long lasting relationships
- Successfully opened 35 new accounts and grew the business over \$3M annually
- Hit quarterly and yearly quotas (SWEEPS) 2 years in a row. Awarded personal recognition from senior leadership
- Consecutively exceeding quarterly sales target by 20%
- Ranking in top 25% of Sales Representatives year over year

Skills / Training

- Eagle Sales Training
- Certificate in Entrepreneurial Management
- Salesforce CRM Proficiency