

# CHRISTIAN J. LEE

Florida

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## PROFESSIONAL SUMMARY

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Results-driven Senior Account Executive with over six years of proven success in sales, account management, and business development. Adept at leveraging data-driven strategies, client relationship management, and communication expertise to drive revenue and exceed performance goals. Skilled in leading cross-functional teams, optimizing SEO strategies, and using advanced CRM tools to enhance client acquisition and retention.

## WORK EXPERIENCE

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### NewtekOne Inc (NASDAQ: NEWT)

**Boca Raton, FL**

Account Executive

February 2024 – Present

- Exceeded quarterly sales quotas by 120% on average, achieving \$1.5M in new revenue over 1 year time period.
- Closed 15+ high-value deals per quarter, with an average deal size of \$50K, contributing to a 25% regional revenue growth.
- Collaborated with underwriting and operations teams to achieve a 82% loan approval rate, expediting funding timelines by 20%.
- Delivered tailored financial solutions, including business loans, payment processing, and technology services, resulting in a 98% client satisfaction score on post-sale surveys.

### Red Violet Inc (NASDAQ: RDVT)

**Boca Raton, FL**

Account Executive

March 2022 – January 2024

- Improved sales pipeline efficiency using CRM tools (e.g., Salesforce), leading to a 25% increase in lead conversion rates and faster onboarding times.
- Conducted product training sessions for new clients, achieving a 95% satisfaction score and improving user adoption rates by 20%.
- Expanded client base by 30%, onboarding 50+ new accounts within the legal and collections industries by demonstrating the value of IDI's real-time data and analytics.
- Collaborated with internal data teams to enhance product offerings, leading to a 15% boost in revenue from existing accounts through upselling.

### Bexrealty.com

**Boca Raton, FL**

Senior Account Executive

May 2018 – September 2021

- Managed a portfolio of over 100 client accounts, achieving a 20% increase in lead conversions through enhanced SEO strategies and targeted client engagement.
- Expanded the Inside Sales Associate (ISA) department, enabling brokerages to nurture online leads effectively, contributing to a 15% growth in client retention.
- Strategized upselling opportunities and developed pipelines, resulting in a 10% boost in quarterly revenue.
- Ensured exceptional customer satisfaction by maintaining a client-first approach, addressing inquiries, and resolving issues promptly.

## TECHNICAL SKILLS

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HubSpot | Trux Software | Social Media Promotions | Inbox Communication | idiCORE | Cinematography | RingCentral | Studio Cameras | Adobe Audition | Yamaha Audio Console | VoxPro | Adobe Premiere | MS Office Suite | Salesforce | Zapier | Verse.IO | Google Analytics | Tableau | DocuSign | Excel | PowerPoint | Outlook | Microsoft Word | ZoomInfo | Microsoft PowerPoint | Microsoft Teams | Google Ads | LinkedIn Sales Navigator | idiCORE

## Education

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### Lynn University

**Boca Raton, FL**

Bachelor of Arts, Communication and Emerging Media

**Relevant courses:** Marketing, Business Development, Economics, Advertising, Presentational Communication & Performance, Business Management, Human Resource Management, Business Administration

