

Joshua Baker

Sales | Account Management • St. Louis, MO 63126 • (314)686-1010
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If you're looking for a creative, problem-solving leader with a proven track record of success, then look no further. Hard work, respect & integrity are values that have been instilled in me from a very young age by my Mom, who taught middle school, and my Dad, who has owned his own business my entire life. Combining these values with the creativity I was born with has been the recipe for my success.

WORK EXPERIENCE

Prep Networks, St. Louis, MO

Business Development/Marketing

01/2023-08/2023

In a multifaceted role at a recently acquired company, I actively contributed to business development and marketing initiatives. Responsibilities included enhancing online presence through social media updates and SEO improvements, crafting marketing materials, and engaging in client outreach.

Secure Data Tech, St. Louis, MO

Account Manager

02/2022-12/2022

Worked with Partners and Solutions Architects to Identify and Register New Opportunities. Utilized Salesforce to Track All Opportunities and Prospecting Efforts. Prepared and Delivered Scope of Work's, Master Service Agreements, Managed Service Implementation Forms, Quotes, Proposals to Clients and Prospects. Hosted and Lead Client & Prospect Meetings in Various Settings. *Lead ALL rookies (8 Total) in Gross Margin & New Account Bonuses for 2022.*

American Health Testing, St. Louis, MO

Managing Partner

10/2018-02/2022

Partnered with a testing facility, our aim was to provide health testing to folks across the country that could be done from the comfort of their homes. I created and designed the product and packaging. Designed the work flow to assure everything was done with compliance. Implemented a CRM Software Platform allowing us to enhance the patient follow up. Created and managed a successful digital marketing strategy to connect with new potential patients. Hired, trained and managed the entire calling team.

Mr. Pickles Photo, St. Louis, MO

Weekend Entrepreneur

06/2013-PRESENT

Mr. Pickles Photo is a weekend business my wife and I started in 2013. We provide photography and photobooth services to the St. Louis and surrounding area. Inducted into TheKnot "Best of Weddings" Hall of Fame in 2019, 1 of only 3 area photobooth companies to achieve this accomplishment.

Gordon Food Service, St. Louis, MO

Sales | Customer Development Specialist

04/2015-10/2018

Managed \$4 Million+ in Annual Sales. Ranked #2 in Division 2017 & 2018 for E-Commerce Sales. Coordinated the training and mentoring for several new hires. Coordinated multiple ServSafe training seminars for customers. Regularly asked by management to present and demonstrate new technology to my team, as well as to large potential clients, representing our entire company.

US Foods, St. Louis, MO

Sales | Division Trainer

2014-2015

Managed the project of implementing and training our entire sales team when we rolled out Salesforce.com as our new CRM platform, including the coordination for our division of a two-week in-house training seminar. Created and managed a 13 week on-boarding program for 5 new sales hires. Using Divisional KPI goals, identified reps to provide targeted training in order to help the division improve overall performance.

Sales | Territory Manager

2008-2014

B2B Foodservice Sales (Independent Restaurants, Hotels, Healthcare Facilities, etc) Managed \$2.5 Million+ in Annual Sales. 2013 Sales Trip Promotion Won-Seattle WA, '13 Most Stockyards Cases Sold, '12 Graduate of Aspire to Grow Leadership Development Program, '11 Sales Trip Promotion Won-Sonoma CA, '10 Sales Trip Promotion Won-Miami FL, '09 Product Knowledge University Graduate, '08 Collector of the Year, '08 Top 10 Increased Case Sales, '08 Rookie of the Year.

Customer Service | Van Driver

2006-2008

Split my time between making local deliveries as a van delivery driver, and working in the office as a customer service representative, helping customers place orders as well as covering routes when sales reps took time off.

EDUCATION

Bachelor of Arts – Business & Communication, Graduation Year (2005)

University of Missouri – Columbia

VOLUNTEER

Mizzou Alumni Mentor Program (2015)

Sharing knowledge and experience with current business students at the University of Missouri - Columbia.

Man of the Year - Leukemia & Lymphoma Society, Gateway (2012)

Raised \$70,000+ over 5 years by organizing events with friends and family.