



## Meagan Clark

### Business Development Executive

**Department**

Business Development

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**Locations**

Austin, TX

## Biography

Meagan Clark is an accomplished sales professional with a proven track record in the construction industry. With a robust background in leadership, sales, customer relationship management (CRM), and account management, Meagan brings a wealth of experience to the table.

As a seasoned leader, Meagan has demonstrated exceptional skills in guiding teams to success and driving results. Through effective sales strategies and a keen understanding of customer needs, Meagan has consistently excelled in delivering top-notch solutions and fostering long-lasting client relationships. With a Bachelor of Business Administration (BBA) degree in Marketing from Troy University, Meagan combines academic excellence with practical expertise. This educational foundation has equipped her with a comprehensive understanding of marketing principles, contributing to her proficiency in developing and implementing successful business strategies.

In summary, Meagan's professional journey reflects a dedication to excellence in the construction industry, complemented by a robust skill set in leadership, sales, CRM, account management, and SaaS. With a solid educational foundation and a commitment to continuous improvement, she is poised to contribute effectively to any challenging business environment.

#### Areas of Expertise:

- Leadership: Adept at leading teams through complex projects, ensuring efficiency and quality at every stage.
- Sales: Proven ability to drive sales strategies, meeting and exceeding targets through effective communication and negotiation skills.
- CRM: Skilled in leveraging Customer Relationship Management tools to enhance client interactions, satisfaction, and retention.
- Account Management: Experience in managing key accounts, ensuring client expectations are not only met but exceeded.
- SaaS: Proficient in utilizing Software as a Service solutions to streamline processes and enhance overall business productivity.

## Credentials

- Six Sigma Green Belt Certified

## Professional Experience

- 2024 - Current | Business Development Executive | YA Group
- 2022 - 2024 | Business Development | IN-Line Consulting and Forensics
- 2017 - 2022 | Director of Operations | LCG, Inc. General Contractor
- 2013 - 2017 | Sales Support | Jigsaw Interactive
- 2011 - 2012 | Manager Credentialing Operations | LexisNexis
- 2008 - 2011 | Supervisor Credentialing Operations | LexisNexis
- 2006 - 2008 | Credentialing Analyst | LexisNexis

## Education

- Troy University - Bachelor of Business Administration - Business Administration - Troy - Alabama