

BUSINESS DEVELOPMENT EXECUTIVE

Professional Summary

Highly motivated and intelligent professional utilizing highly refined sales, marketing, and managerial skills to grow revenue and profits. Yearly ranked in the top 5% of sales performers by employing a strategic vision to increase revenue and profits in assigned markets. Extensive experience selling Business-to-Business information technology and print advertising services in the Cincinnati and Columbus metropolitan areas. Clientele ranges in size from multi-billion dollar, multinational, firms like Procter and Gamble (P&G) and Reed Elsevier (LexisNexis), and smaller organizations like Greater Cincinnati Water Works and Comair. Proficient with many software productivity suites like MS Office, and Customer Relationship Management (CRM) tools like ACT!, Goldmine, and Salesforce.com. Sales methodologies include many custom/proprietary systems as well as the Sandler Sales Methodology.

Experience

January 2013

to

Current

Company Name City, State Business Development Executive

- Responsible for selling IT converged infrastructure consulting services, hardware and software solutions in the Greater Cincinnati area.
- PCMS is a Microsoft Gold Partner who specializes in Cloud and On-Premise technology, including Office 365, SharePoint, Lync and Exchange.
- Proven experts in Staff Aug, Helpdesk, and project based work.
- My customer base includes companies such as Intelligrated, KAO, Great Oaks, Schulman, Hilltop Basic Resources, Luxottica, etc.
- Ranked #1 in account growth and new sales.
- Mentored new sales representatives Consistently met all activity-based objectives including client meetings, client lunches, candidate interviews, client interviews, and candidate submissions.
- Responsible for over 1 million dollars in revenue.
- Added additional billing consultants in the first month representing 25% of the company revenue.
- The average bill rate was \$150/hour with a 32% gross margin.

January 2011

to

January 2013

Company Name City, State Business Development Executive

- Responsible for selling IT services to the Cincinnati, Dayton and N.
- Kentucky market.
- I am also responsible for new and ongoing marketing initiatives.
- Star Base specializes in 3 areas - IT Talent on Demand, Application Development and IT Strategy and Assessments.
- We have had particular success in developing open source applications and in providing I.T.
- Wellness Checks for our clients.
- Work with major accounts like Luxottica, Great American, Standard Register, Toyota, Cincinnati Financial, Tri-Health and several other medium to small accounts across the tri state area.
- Achieved revenues over \$950,000 by acquiring new accounts and maintaining existing relationships in accounts in Cincinnati, Dayton and Northern Kentucky.

January 2008

to

January 2011

Company Name City, State National Account Manager

- Introduced the SupplyLink-Leads program to Building Product Manufacturers and National Building Distributors to generate and deliver real-time leads through the nation's largest network of construction plan rooms.
- Achieve goals and position for long-term results, by selling consultatively, building account plans, identifying and developing leads, setting appointments, conducting account research, leading sales calls, and creating relationships that lead to new business opportunities for the company.
- Consistently achieved over \$500,000 in revenue annually increasing revenues year after year to companies such as Pella Windows, Caterpillar, Anixter, Gexpro, Rexel, Ingersoll Rand, Simplex Grinnell, etc.

January 2007

to

January 2008

Company Name Account Manager

- Identified opportunities, created strategic marketing plans, and sold project-based and value added information technology services to Fortune 100 clients.
- Developed new buying relationships within customer base, and developed new clients through networking and cold calling.
- Achieved \$4+ million in revenue with a \$760+K gross margin.
- Full supervisory responsibilities for 30+ direct reports (average wage \$78K) including Project Managers, Business Analysts, SQA Analysts,

and Network and Software Engineers.

- Consistently met activity-based performance objectives for business development and employee management.

January 2006

to

January 2007

Company Name City , State Account Manager

- Marketed and sold to Fortune 1000 clientele, project-based and value added information technology services.
- Developed creative marketing plans, personal networking strategies and cold calling methodologies to convert prospects into new clients.
- Met with "direct reports" on a monthly basis to review assignments and probe for new opportunities; responsibilities included managing the consultants through performance reviews and compensation adjustments.
- Consistently met all activity-based objectives including client meetings, client lunches, candidate interviews, client interviews, and candidate submissions.
- Responsible for over 1 million dollars in revenue.
- Added 10 additional billing consultants in just 9 months representing 25% of the company revenue.
- The average bill rate was \$85/hour with a 32% gross margin.

January 2001

to

January 2006

Company Name City , State Account Manager

- Contracted print and online media advertising for general contractors, specialty subcontractors, suppliers and other entities supporting the building trade.
- Marketed to and trained general contractors and corporate owners on utilization of the online free bid management tool that provided new project leads.
- Grew territory by 212% and led annual sales growth.

January 1997

to

January 2001

Company Name City , State Executive Account Manager

- Developed and sold solutions based custom application development for medium to small businesses.
- Hired, trained, and developed 3 sales representatives to sell products for training division.
- Devised corporate marketing and business plans to maximize revenue and profit in the Cincinnati market.
- Coached sales personnel on performance, tracked market penetration rates, and helped close sales.
- Responsible for a \$3.2 million objective and achieved 105% result for the full line of products and services.
- Cincinnati Bell Yellow Pages Cincinnati Ohio.

January 1992

to

January 1997

Account Executive

- Created and designed over 400 small to medium size business Yellow Page advertising programs.
- Quota consisted of retaining revenue, building new business, on-boarding non-advertisers, and increasing existing revenue accounts.
- Consistently met and exceeded sales objective by 150%.
- Ranked #1 in account growth and #2 in new and non-advertiser sales.
- Won several sales competitions to become a member of the Distinguished Sales Performance Club.
- Mentored new sales representatives.

January 1990

to

January 1992

Company Name City , State Account Executive

- Started and implemented a sales strategy to compete selling services in the Digital computer maintenance business.
- Top Digital Equipment sales performer in Cincinnati and Dayton.
- Winner of numerous sales awards.
- Increased billing base by 120%.

January 1987

to

January 1990

Company Name City , State Major Account Executive

- Sold and supported the total service portfolio including hardware, software, and network site services.
- Exceeded all sales and revenue objectives by 125%.
- Achieved top sales representative for three consecutive years.
- Won "Excellence Award." Successfully established team-selling concepts.
- Created and implemented services as part of the turnkey solution.

Education

Urbana University Bachelor of Science : Business Administration Marketing GPA: GPA: 3.6/4.0 Business Administration Marketing GPA: 3.6/4.0

Skills

advertising, Application Development, Basic, billing, business development, business plans, cold calling, computer maintenance, hardware, consulting, clientele, client, clients, Financial, information technology, IT Strategy, employee management, managing, marketing plans, marketing, market, meetings, Exchange, Office, Windows, Network, networking, Page, performance reviews, personnel, profit, real-time, research, selling, Sales, strategy, strategic marketing, supervisory