

## Contact

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## Top Skills

Relationship Building

New Business Development

Public Speaking

Sales

Territory Growth/Development

Quality Control

Sales Analysis

Organizational Leadership

Customer Service

## References Given Upon Request

# Derek Brady

Currently looking to obtain a challenging position in Sales & Management that will effectively utilize my experience, energy and strong ambition to succeed while providing opportunities for growth and advancement.

## Experience

### Alpha Video Surveillance

#### Senior Regional Sales Manager

March, 2019 - Present

- Sold the company products and services to current and potential clients.
- Met weekly, quarterly and annual Marketing and Sales Requirements
- Created action plans and strategies to identify and create new potential customers.
- Prepared and executed presentations and proposals in a timely manner.
- Identified and resolved client current & potential concerns.
- Maintained up to date records via CRM.
- Participated in marketing events such as, Networking Events, Lunch and Learns, Trade Shows and Special Events.
- Represented the company in a professional manner and provide a positive company image to the public.

### Nexeo HR Solutions

#### Senior Business Development Manager

February, 2017 - January, 2018

- Brought in to build the Las Vegas office, Oversaw the entire Las Vegas team, recruiters, IT and sales.
- Developed new relationships as well as new business via cold calling, door to door, telephone, networking, marketing, etc.
- Set appointments and discovery meetings with clients to better address their recruiting and HR needs, and to demonstrate why we were the solution to any pain points and issues they were encountering in the process.
- Followed up with clients to complete closing process and secure meet and greet with recruiter (or team) I assigned to account depending on size.
- Attended daily sales meeting to discuss goals for daily, weekly and annual quotas
- Attended networking events, job fairs and conferences locally to meet with current clientele and attract potential prospects.

## Resource Edge

### Senior Account Director of Sales

April, 2016 - February, 2017 Returned: February, 2018 - February, 2019

- Developed relationships and created new business via LinkedIn Premium, telemarketing and other selling strategies
- Set appointments with clients to better address their recruiting needs and to demonstrate our software capabilities to ensure firm close rate.
- Followed up with clients to complete and secure software training, processing and best usage practices while also over seeing full support of clientele.
- Secured relationships with clientele through follow up and addressing renewal program when needed.
- Handled contracts, customer service and accounting for future billing and business development.
- Attended daily sales meeting to discuss goals for daily, weekly and annual quotas
- Attended networking events and conferences nationwide to meet with current clientele and attract potential prospects.

### Senior Account Executive of Sales

July, 2011 - June, 2015

- Consulted with potential clients taking them through sales process from cold call to close of sales
- Exceeded all sales quotas for 2011-2014 by creating a long-term business relationship with clientele and meeting all their needs
- Attended daily sales meeting to discuss goals for daily, weekly and annual quotas
- Attended networking events and conferences to attract potential new clientele

## Aramark

### Business to Business Account Executive

July, 2015 - March, 2016

- Developed territory growth plan and consulted with prospective clients through appointments, by telemarketing, drop offs, cold calling and out of the box selling strategies.
- Prepared for client appointments by researching clients' needs and tailoring my sales material and available resources to those needs improving my rate for a firm close.
- Met with prospective clients to secure business and executed follow-up meeting to complete the sales process by understanding the correct way of negotiating pricing, products and equipment options and coordinated necessary program demos.
- Met client strict timelines and delivered their products by follow up with appropriate departments and always discussing appropriate timelines with clients
- Attended all Market Center meetings, communication and events as required. Documented all client visits/communication via Salesforce.