

# TIFFANY F. DAVID

949-554-4866

2601 S. Grand Canyon Dr. #1065 Las Vegas, NV 89117

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**Open to Relocation**

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December 10, 2021

Dear Sir / Madam,

With 12 years of experience in providing computer and IT training products to B2B and B2C, I have had the opportunity to develop, accomplish and showcase initiatives resulting in millions of dollars of revenue. Throughout this time, I have acquired a strong knowledge in the sales and support of technical training for individuals in positions such as a Cisco Engineer, SQL Analyst and Adobe Web Specialist.

During my tenure, I achieved a high level of success, including:

- Between the years of 2012 – 2015, I represented New Horizons at the Worldwide Presidential Conference, representing the top 250 sales reps worldwide.
- In 2015, I earned #2 salesperson, worldwide.
- In 2016, I reached the #1 salesperson worldwide out of over 3500 representatives.
- 3 promotions in a 12-year period due to my hunger and drive for success in developing new territories.

The top portion of my attached resume highlights my career profile and significant accomplishments that are in alignment with this role. I believe my qualifications make me an outstanding asset for this position. I would love an opportunity to speak with you and learn about the needs of the company.

Thank you for your time and consideration.

Respectfully,

*Tiffany David*

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## CONSULTATIVE SALES • SUPPORT MANAGMENT • BUSINESS DEVELOPMENT

*Accelerating Multimillion-Dollar Revenue as a Top Producer*

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### PROFESSIONAL SUMMARY:

Passionate and results-driven professional who consistently meets and exceeds sales revenue by providing targeted solutions to address the needs of a dynamic industry. Highly disciplined and successful in growing sales and developing new territories.

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### SKILLS:

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|---|---|
| • Problem Solver and Self-Motivated                                   | • Energetic, Confident & Persuasive                 |
| • Powerful Networker  | • Strong in MS Word, PowerPoint and Outlook         |
| • Success in Working 100% Remote                                      | • Proficient in CMS, Sharepoint and Salesforce      |
| • Excellent Verbal/Written Communication Skills                       | • Great Work Ethic & Goal Driven                    |
| • Proven Ability to Achieve Sales Goals                               | • Advanced Presentation Skills                      |
| • Sales Cycles Ranged between 1-4 calls and/or face to face meetings. | • Developing Social Media Campaigns to obtain leads |

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### CAREER ACCOMPLISHMENTS:

- Three promotions in 12 years due to my success in growing / establishing new territories from inception.
- Walked Stage at NH Presidential Sales Conference Top Performers - Years 2013, 2014, 2015, 2016. Only top 200 out of over 3500 sales reps invited to attend.
- 2015 – Awarded No. 2 Top Salesperson Worldwide out of over 3500 sales reps.
- 2016 – Awarded No. 1 Salesperson Worldwide out of 3500 sales reps.
- Developed four territories from scratch (San Diego, Las Vegas, Reno and Tucson) including training employees, establishing key relationships and building processes and structures leading to success.
- 2015 Women Who Mean Business Nominee. Chamber of Commerce, Los Angeles.

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### WORK EXPERIENCE:

#### NEW HORIZONS LEARNING GROUP / 2008 - 2020

During my 12 years of service with New Horizons, I worked in a variety of roles throughout multiple locations with a proven record of success including 3 promotions and achieving Top Salesperson worldwide:

- **Career Development Consultant 2019 – 2020, Las Vegas, Sacramento**  
Worked in consumer sales division overseeing day-to-day operations. Assisted with training employees at our Sacramento location. In person meetings and sales calls with prospects and referral sources, developed proposals, created marketing literature, utilized social media to find leads, attended networking events, maintained/updated database and provided contractual documents upon closing sale.
- **Career Development Manager 2017 – 2019, Las Vegas, Reno and Tucson**  
Promoted to a management role to oversee, develop, and grow three newly acquired territories: Tucson AZ, Reno, and Las Vegas NV. Travelled weekly to train staff, meet with partners, develop relationships, and create processes to foster success for in staff crew. Reported to Vice President.

- **B2B/B2C Senior Career Development Consultant 2013 – 2017, San Diego**

Accepted a promotion to relocate to San Diego and develop a newly acquired territory. Launched Career Development Division from inception to grow sales to over 1.1 million monthly. Walked stage between the years of 2013 – 2016 at the Worldwide Presidential Conference, representing the top 200 reps out of 3500, worldwide. Daily activities: In person meetings and sales calls w/ prospects and referral sources, developed proposals, created marketing literature, utilized social media to find leads, attended networking events, maintained/updated database and provided contractual documents upon closing sale.

- *2015, #2 salesperson worldwide.*

- *2016, #1 salesperson worldwide.*

- **B2B/B2C Career Development Consultant 2009 – 2013**

Accepted a promotion to launch a Career Development Division providing training solutions to consumers unemployed and underemployed. Partnered w/ Career One Stops, Dept of Veterans Affairs, Non-Profits, and Recruiters to find candidates suitable for careers in business and technology. Developed LA and Burbank territories from scratch, established relationships, and expanded mo. sales from \$10K mo. to over \$50K per mo. In person meetings and sales calls with prospects and referral sources, developed proposals, created marketing literature, utilized social media to find leads, attended networking events, maintained/updated database, provided contractual documents upon closing sale.

- **B2B Account Executive 2008 – 2009 / Anaheim, CA**

Worked in Business-to-Business sales providing training solutions to medium and large-scale companies. Self-generate and qualify leads, sales calls to new and existing clients, in person meeting with business executives, negotiate with clients, sales proposals, contracts, sales reports, participate in sales events, maintain database. Average sales: \$30K per mo.

## **PREMIER BUSINESS CENTERS, RANCHO MARGARITA, CA**

- **General Manager Jan 2003 – June 2007**

Managed and Leased Executive Offices for a building which included 480 office spaces. Conducted tours, acclimated new clients, prepared billing, oversaw a 5 person staff. Maintained 99% in collections and 99.5% occupancy.

### **EXPERTISE IN SELLING:**

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Technical, Business and Application training including industry recognized certifications in:

- Microsoft Suite: Word Excel Outlook Access PowerPoint OneNote
- CompTIA: A+, Network, Security, Cloud, CASP, CISA
- Microsoft Technologies: MCSA, MCITP - Server, Cloud, SQL, Exchange
- Cisco Technologies: CCNA, CCNP – Networks, Routers, Cloud, Security
- Adobe Suite: ACE – Photoshop InDesign Illustrator Acrobat Dreamweaver
- Red Hat, VM Ware, Virtualization, Salesforce
- Business Skills: Managerial Leadership, Effective Communication, Time Management, etc.

### **EDUCATION:**

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- Bachelor of Arts, Communications, California State Fullerton, CA, 2001
- Associates Degree – Orange Coast College, Costa Mesa, CA, 1991
- Lean Six Sigma Green Belt – New Horizons Learning Group, 2015
- CompTIA A+ course, 2017
- CompTIA Network+ course, 2018

**REFERENCES AVAILABLE UPON REQUEST**