Matthew T. Vicelja

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**An experienced and polished sales professional, I am seeking the Inside Sales position with Z Networks to leverage my vast experience in customer acquisition, relationship management and business development in the technology and marketing sectors.**

**Work History**

### 2000 - 2002

## Business Development Manager, Verso Technologies – Irvine, CA

## Technology sales for Atlanta Based ASP (Application Service Provider) helping clients integrate best solutions for Network Operation Centers in Silicon Valley

## President’s Club Award in 2000 for exceeding $3M sales quota through new client acquisition

### 1998 - 2000

## Account Executive, Futurelink Technologies – Irvine, CA

## Responsible for high-level business and technical consultative selling to CIOs and MIS Directors

## Acquired new business from major local corporations including Toshiba, Alcon Laboratories, Pacific Life Insurance and Onyx (Capital One)

### 2007 – Present

## Sales DIRECTOR/Owner, The Local DISH Magazine – San Clemente, CA

## [www.thelocaldishmagazine.com](http://www.thelocaldishmagazine.com)

## Successfully launched community magazine serving regional and Small Business advertisers

## Exceeded $750,000 in annual sales with Average annual client billing of $8,400

## Manage 65 accounts/month

## Responsible for new business development, customer retention, Accounting & Management

### 2005 - 2007

## Director of Sales, Orange County Register – Santa Ana, CA

## Developed advertising sales projections and delivered advertising revenue from the initial launch of SqueezeOC Magazine and SqueezeOC.com

## Hired and Managed Sales staff, Handled House Accounts, participated in Joint Sales Calls

## Created sales and Marketing partnerships to drive revenue and increase product awareness.

### 2002 - 2005

## Advertising Sales Manager, Anaheim Ducks Hockey Club – Anaheim, CA

## Corporate advertising sales position representing both the Anaheim Ducks Hockey Club and the Arrowhead Pond of Anaheim

## Created the first Multi-million dollar Bank Partnership ($3.5MM) with Citizens Business Bank

## “C” Level interaction with clients including UPS, Toyota, Delta Airlines and Cox communications

EDUCATION

## Bachelor of Arts – Business Communications, Marketing Minor. Loyola Marymount University, Los Angeles, CA