**William Tisdale  
 3584 Cedar Avenue  
  Long Beach, CA 90807** [**310-781-0736**](tel:310-781-0736)

See DeCaigny…add medmen recruit, faster capital lingo remove NGP..same design for LinkedIn

“Strategic Alliances”

“End to end sales process”

[**willmail2009@gmail.com**](mailto:willmail2009@gmail.com)

PROFICIENCIES AND ATTRIBUTES

-Positive, engaging, creative and effective product/service presenter

- Empathetic listener-Relationship builder

-Attentive to up-sell, referral and retention opportunities  
-Accomplished and award winning professional history

-CRM Software: Salesforce/Apptivo/Zoho/HubSpot

PROFESSIONAL HISTORY

*Management/Business Development:* Contract 2010 – Present

NG& P

Market identification and development, territory management, technical analysis, sales presentations, investment analysis and proposal composition, field/email/telephone prospecting strategies, event marketing, site assessment, coordination with engineers, technicians, municipalities and CFO’s.

Equities News Organization

Sales pipeline development, investor liaison, lead sourcing, product education, CRM, networking, proposal preparation. Exceptional gatekeeper, CFO, CEO engagement and rapport building. Financial Technology and media services.

Atrium Experts/National Disability Evaluations

Volume prospecting and pipeline development, sales/marketing, email campaigns, lead sourcing, RFP's for approved federal contractor routinely servicing state Attorneys General offices, and federal, state and county agencies.

Lagovent/PLC Venture Capital

Lead sourcing, database marketing, social media strategy, tradeshows/conventions, live presentations, heavy telesales and prospecting, networking, event marketing CRM maintenance and sales reporting for real estate, technology and legal investment. Strong interpersonal and relationship building requisite to liaison responsibilities with accredited investors, HNWI’s (High Net Worth Individuals), real estate principals and attorneys.

EDUCATION:

University of California at Santa Barbara - Undergraduate: Bachelor of Arts – Communication Studies

Cycle Of Success Institute – Business Coaching