Gary Williams

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**QUALIFICATIONS**

* Extensive Customer Service, B2B sales and sales management experience
* Creative problem solver and effective communicator
* Consistently deliver high quality results under very limited deadlines
* Initiative to lead a team in high-stress situations

**Skills**

* Proficient with Microsoft Office
* Excellent adaptability to new software programs
* Strong internet knowledge, social media
* Worked with numerous ATS and CRM systems

**EXPERIENCE**

**Business Development Manager** Micone Staffing Resources,

Las Vegas, NV

3/2016 – Present

* Opened Information Technology vertical, for NV and CA
* Opened Cannabis staffing vertical
* Lead sales team, hired 6 Recruiters and Account Managers
* Year over year sales growth of 18%
* Operational responsibilities, Payroll, Accounts Payable, Accounts Receivable

**Marketing Consultant** Tranquility Net, Las Vegas, NV

9/2014 – 3/2016

* Connecting online advertisers and publishers to create new business opportunities and increase ROI
* Consult advertisers on services needed to facilitate growth including site design, merchant processing, manufacturing, fulfillment, project management and traffic – email, social media, mobile, display

**Director of Sales** Millionaire Network, Henderson, NV

8/2012 to 9/2014

* Initiated and developed relationships with over 100 new advertisers to market their products and services
* Negotiated exclusive relationships the advertisers, including pricing and payments terms
* Top salesperson generated $100,000 + of GP per month

**Affiliate Director** Empyre Media, Southlake, TX

10/2009 to 8/2012

* Lead team of 5 sales people Affiliate Managers and Business Development
* Day to day operation of network including tracking, reconciliation of leads, contracts and negotiated all pricing and payment terms

**Affiliate Marketing Director** PartnerWeekly / The Selling Source, Las Vegas, NV

1/2009 to 9/2009

* Lead team of 3 to 5 Affiliate Managers on sales team working in multiple verticals
* Recruited, hired and trained Affiliate Managers
* Grew sales to over $1 million per month

**Nevada Practice/Branch Manager** Thor Group, Las Vegas, NV

6/2008 to 12/2008

* Reestablished Las Vegas operations
* Marketed staffing and placement services in IT, marketing and financial/accounting
* Top producer

**Senior Business Development Manager** Phoenix Staff, Las Vegas, NV

1/2007 to 4/2008

* Marketed staffing and placement services to Director through C Level executives in IT, marketing and financial/accounting
* Doubled office production year over year

**Account Executive** DataX / The Selling Source, Las Vegas, NV

11/2005 to 1/2007

* Sold data verification services to lead providers and on-line lending companies nationwide
* Marketed leads and lists to ecommerce businesses
* Developed marketing materials

**Division Director** Robert Half Technology, Las Vegas, NV

8/2004 to 11/2005

* Catalyst for the start of new IT development division
* Dealt with Director to C Level executives in casino gaming
* Earned Top 10% Sales Performance in Region

**EDUCATION**

**Western Illinois University**

* Bachelor of Arts – Business and Marketing

**Sales Training Courses**

* Learning International Professional Sales Training
* The Dale Carnegie Sales Course
* Tom Hopkins Sales Bootcamp