

Jay Decker
144 Mountainside Drive
Stowe, VT 05672
Jdecker.nj@gmail.com

Education

West Virginia University, Morgantown, WV, 2015
Bachelor of Multi-Disciplinary Studies

Certifications

Challenger Sales Model
Certificate, CEB now Gartner, 2017

Value Selling
Certificate, Gartner, 2016

The Og Mandino Group, Salt Lake City, Utah
Certificate, The Business of Life, 2015-2016

Technical Project Management
Certificate, Thinkful 2021

Professional Experience

6/1/20-
11/1/20

Gartner (CEB HR) - Business Development Manager - *Austin, TX*

DLL- Account Executive - *Wayne, Pennsylvania*

9/17/2018 -
5/1/20

- Managed territory and developed rapport with clients to achieve 126% of quota 2018, 93% in 2019
- Successfully managed and onboarded the largest pilot program DLL created (HP Pays Program)
- #1 on team in new vendors added with program agreements in place

8/14/16-
8/20/2018

Gartner - Business Development - *Fort Myers, Florida*

- Achieved 140% of quota for 2017
- Consulted with midmarket C level executives to develop and implement IT related strategies
- Empower C level executives with tools to align their IT initiatives with their business objectives

10/16/15-
8/1/16

Philadelphia 76ers - Sales Associate - *Philadelphia, Pennsylvania*

- 5th out of 51 sales associates in 2016-17 revenue
- Conducted minimum of 2 on site appointments weekly

6/1/15-
10/1/15

Sports Management Worldwide, *Portland, Oregon*

- Generated 100-150 outgoing calls daily
- Increased Social Media presence by 25%
- Hosted WebEx chats weekly with noted sports personalities
- Assisted with player recruitment process

Skills

Can utilize emotional intelligence to influence and motivate self and others. Can recognize and defuse resistance and defensiveness as it surfaces. Able to inspire loyalty and trust with coworkers, employers and clients through integrity and leadership by example.

Volunteer Experience

Recipient of the West Virginia University Multi-Disciplinary Studies Community Service Award.
Displayed “outstanding service” in teaching basketball fundamentals to underprivileged children.

