

## Objective

A tenured, consistently high-attaining sales professional with considerable sales coach and mentoring experience who can develop both experienced and inexperienced salespeople to attain and overachieve sales quotas and other KPMs.

## Skills

Keynote Speaker, DiSC Certified Training Partner, Project Management, Professional Facilitator, Management.

## Work Experience

### Business Development Consultant II

**The WEU Inc.** - June 2015 – 2019

- Collaborates with Account Managers to drive business growth in existing and new and accounts.
- Gathers intelligence regarding prospects, decision makers, and their needs.
- Qualifies opportunities for active pursuit based on the probability of success.
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the company can provide to address their business needs.
- Monitors competitors and product and/or service differentiators.
- Manages sales cycles, client and prospect information, forecasting with Salesforce.
- Identifies, registers and develops channel partners.

### Business Development Consultant

**ABC Corporation** - 2011 – 2015

- Atlanta, GA 2012-2013 Full-service, Atlanta-based technology consulting firm specializing in Business Information Technology Solutions (BITS) serving small- to-large client companies across a diverse range of industries
- Business Development Consultant Selected as the sole external sales professional to identify new business and close sales of outsourced IT solutions providing licensed hardware and systems monitoring and management services
- Qualified prospective customers, created proposals, delivered presentations, negotiated contracts, and facilitated post-sales support
- Forged relationships with customer decision makers, maintaining close communications and providing world-class customer service
- Key Impact Closed new business to boost revenues, overcoming the challenges of a highly competitive, saturated market and lengthy sales cycle to play a key role in the first-phase turnaround of a struggling company with negative revenues
- Introduced “lunch and learns” to deliver presentations on a range of product/IT topics to educate prospective and existing customers on product capabilities and benefits aligned with business goals
- Identified new sales opportunities by targeting clients holding out-of-warranty Dell and Lenovo servers and workstations, presenting cost savings benefits of a new energy-efficient, warranty-protected system.

## Education

Bachelor of Business in Marketing - (University of Texas)