

FRANCISCO OLIVA

(786) 426-4294 • frank.oliva924@gmail.com

Successful Executive

As a senior manager of business development, I have excelled in sales leadership, driving results through a comprehensive lifecycle approach. With expertise in high-volume cold calling, sales prospecting, objection handling, and team expansion, I consistently exceed quotas and increase revenue. As a top-ranked salesperson, I lead training initiatives, monitor performance, and generate a consistent revenue pipeline. Through strategic recruitment and onboarding, coupled with sales enablement and building full sales training programs, I have built a highly successful sales team that achieves exceptional outcomes.

WORK EXPERIENCE

Predictiv: Remote

Sept 2023 – Present

Sales Director

- Building and establishing relationships with new clients. Driving the full sales process from top of funnel to closed revenue.
- Responsible for continuous client support and quarterly contract renewals/upselling.
- Support and lead a team of BDRs located in India. Exceeding KPIs and targets through training and team meetings.

EIMS: Miami, FL

Dec 2020 – May 2023

Senior Business Development Manager

- Led a team of representatives to exceed KPIs and performance standards, overseeing multiple campaigns and driving results through team meetings and training.
- Developed BDR/SDR, tracked campaign results and reporting analytics, and built training for different client profiles to recruit and onboard new BDRs.
- Generated \$1M+ in pipeline and maintained relationships with client's Account Managers while exceeding targets and tracking lead progression down the sales funnel.

Celebrity Cruises: Miami, FL

June 2016 – Nov 2020

Outbound/Inbound Sales Agent

- Demonstrated expert knowledge of the fleet and system to provide exceptional client services as an outbound sales rep.
- Consistently exceeded monthly goals by establishing meaningful connections with clients based on trust and effective communication.
- Managed client relationships to achieve outstanding results, including exceeding monthly sales goals and increasing customer satisfaction ratings by 20%.

TECHNOLOGIES & LANGUAGES

Technologies: Salesforce, SalesLoft, ZoomInfo, Zoom, Outreach, LinkedIn Sales Navigator, MS Suite, iOS

Languages: Bilingual and proficient in Spanish and English