

Geoffrey Mccammon

Director of Business Development- Shartega IT

Chicago, IL

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Self-motivated and dependable while achieving high performance with minimal supervision. My goal is to work for a company that allows me to utilize my strengths while providing an opportunity to learn and grow professionally.

Willing to relocate: Anywhere

Work Experience

Director of Business Development

Shartega IT - Chicago, IL

January 2019 to Present

Shartega IT is a managed IT service and solutions provider

Job descriptions

- B2B IT sales
- Meet with corporate executives to manage and maintain their IT infrastructure
- Sell partners products within certain packages (Microsoft, Cisco, Meraki, Sonicwall, RingCentral, Sophos, etc.)
- conference calling, phone, and face to face sales.
- Multiple face to face meetings with c-level executives to consult and close.
- Client retention, quality assurance
- Created sales pipeline, brought company from only automotive into the corporate space.
- marketing, market tech, fin tech, financial services, Ad tech, AI real-estate, insurance and accounting are now targeted and supported.
- Created Business Development team.
- Created call scripts, email/LinkedIn scripts
- Created marketing campaigns and document.
- Ran role plays, while training other individuals on the correct way to handle objections and set meetings.

Director of Business Development and Operations

Chicago Basketball Club - Chicago, IL

September 2018 to Present

- Full Service Basketball Skill training Organization
- Training NBA, Professional, College, High School and younger children with elite skill training.
- CBS offers full off-season packages including, skill training, yoga, meal prep, weight lifting, and muscle recovery products.
- Depaul youth basketball and Loyola youth basketball run by CBS
- Partnerships with multiple top companies (Underarmour, Ballislife)
- Partnerships with colleges (Depaul, Loyola, UIC, etc)

-Partnerships with high schools and organizations in Chicago

Financial Advisor

Northwestern Mutual Financial - Chicago, IL
October 2016 to January 2019

Started and grew business from the ground up
Source leads/ Network to Increase client base
Established and maintained relationships with clients and potential clients
Created networking events and opportunities for the business to grow and thrive
Documented meetings for clients as well as the company to follow legal protocol
Sales/ Consulting
Created personalized analysis for clients
Administration
Set meetings, maintain calendar
Led team and established procedures for operations

Account Manager

CDW - Chicago, IL
January 2016 to October 2016

- B2B IT sales
- Maintain and grow book of business for a region
- Phoning to talk with current and potential clients about IT needs
- Microsoft Dynamics
- Salesforce
- Sell software, hardware, computer services and solutions
- Work with vendor partners to fulfill client IT needs
- Learn and understand IT infrastructure within a business
- Understand clients quarterly budget when suggesting Solutions

Mental Health Associate

Riveredge Hospital - Forest Park, IL
May 2012 to December 2015

Summers in between playing basketball in Europe I worked at Riveredge hospital. At first I started working with teenage boys going through drug, gang and tough family situations in the city. I then transitioned to young boys and teens dealing with different Psychosis such as autism, MR, sex offending and violent behavior. After doing well with these segments I eventually worked every unit of the hospital dealing with children, teenage boys/ girls, young adults and geriatric patients.

Operations Manager

Westfalen Mustangs
March 2015 to June 2015

Ran operations for a German basketball club from the top team down to the junior level. Coordination of practices, Marketing events, games and sponsor based activities.

Professional Basketball Player

FIBA

August 2011 to March 2015

Professional basketball player in Turkey, Germany, Canada, France and the NBA D-league.

Education

BBA in Finance

Loyola University of Chicago - Chicago, IL

2007 to 2011

Skills

CRM (3 years), OPERATIONS (2 years), OPERATIONS MANAGEMENT, TIME MANAGEMENT (10+ years), FINANCIAL SERVICES (2 years), Life Insurance, microsoft office (5 years), Business Development (5 years), MSP, International Business Development

Awards

Loyola Chicago Mens Basketball

2011

Single Season 3 point record holder

Single Game 3 point record holder

Certifications/Licenses

Driver's License

Additional Information

SKILLS

IT proficient, Software/hardware knowledgable, Client Relations, Financial Analysis, Financial Services, Operations management

CRM Systems, Contract negotiation/review/drafting

Financial records and processing, Excellent communication

File/records maintenance, Time management skills

Advertising, Excel

Account management Microsoft Office

Admin Computer proficient

Report generation