

DENNIS CUTLAND

The role you are applying for?

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Los Angeles, CA

EXPERIENCE

Fundraising & Outside Sales

Carroll

2015 - Ongoing Los Angeles, CA

Carroll is a start-up providing inexpensive alternative to traditional data warehousing and business intelligence solutions.

- Teamed up with \$1-5 M Account Managers to achieve yearly sales and collection targets
- Developed business model profitable from first month, with first year revenue in excess of \$40,000
- Played key role in generating \$25M sales
- Implemented a detailed 180 day plan to ensure regimented processes and healthy pipeline generation
- Managed 20+ sales executives and agents

Sales Rep - Front Sales Department

Reilly Group

2011 - 2015 Los Angeles, CA

- Managed 15+ Client Accounts and CRM
- Established operations in South - 12 locations
- Consistently overachieved KPI's - 40 calls, 10 meetings & 2 new deals registered per week
- Recruited and earned a large recurring client for 10 events in 6 months, doubling projected revenue

Sr. Solution Sales Executive

Thompson Ltd

2008 - 2011 Los Angeles, CA

- Key cog in sales organization that helped PointDrive get acquired by LinkedIn (8 figure exit)
- Closed four Fortune 200 brands and fastest growing startup in Chicago within first six months of employment
- Worked in the summer of 2014 as Deliveries Associate

Data Processing Assistant

Thompson Ltd

2007 - 2008 Los Angeles, CA

- Developed Project Sales added 45% to the total sales volume of the company
- Business growth of 3X within 8 months - tied up all manufacturers and network dealers
- More than 300 early adopters registered for less than a month
- Managed storewide business-to-business sales practices and performance metrics to 200% annual revenue growth

EDUCATION

BSc, Business Administration

University of Texas at Dallas

2006 - 2010 Dallas, TX

GPA

3.5 / 4.0

TRAINING / COURSES

Microsoft Certified Professional

MC ID: 2076952

Google AdWords Partner

MCC: 775-262-7625

LANGUAGES

English

Fluent



Spanish

Advanced



STRENGTHS



Versatility

I acquired this trait from being able to put on different hats for a variety of work



Persistence

Not giving up on the first try of a task

SKILLS

Salesforce CRM

Market Analysis

Cold Calling

Account Management