

ADAM LECHOCKI

Inside Sales Representative

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EXPERIENCE

Inside Sales Representative

Koepp Inc

2018 - Ongoing Chicago, IL

Medical Device manufacturer with global presence, Queen's Award for Enterprise and international patents

- Measured against £300,000 monthly revenue into EMEA markets
- I cold sourced the largest opportunity in the 13/14 financial year for the Enterprise Sales Rep
- Built 500+ partner channel that led to 30% year over year revenue growth

Inside Sales Representative

Drouin S.A.R.L.

2015 - 2018 Chicago, IL

- Cold called over 1000 local businesses to increase adoption of a new local deal platform
- #1 in company for most leads, prospects & customers connected with and contacted at Fisher Unitech
- Nearly 100 qualified leads added to pipeline; Closes thus far have resulted in \$295K in revenue.
- FY16 attainment of 164% across all regions managed (NEMEA)
- Driving to exceed team's annual revenue goal of \$120M.

Inside Sales Representative

Blanchette

2011 - 2015 Chicago, IL

Blanchette Group is an American global computer security software company

- Achieved monthly sales target every month one year after taking up role : \$30,000 new biz revenue /month
- Produced over \$300,000 in sales; Achieved highest sales on US inside sales team for Q2 2015
- Within 8 months I gained the second highest conversation rate of our team (70%)
- Finished top 10/250 every month on the floor

Inside Sales Representative

Keeling Group

2010 - 2011 Moscow, Russia

Keeling Group is a multi-channel retail management software prospects.

- Increased lift table division sales by 136% year over year
- Averaged 116% of quota over six quarters
- Over 100 qualified leads added to pipeline
- Closes have resulted in \$523K in revenue

EDUCATION

BA (Hons) International Business

University of Chicago

2007 - 2013

ACHIEVEMENTS



Generated \$500M+

in top-line revenue for companies during my career as a Sales Leader



Delivered Exponential Growth

in revenue at Intel Security from €2M to €60M+ in less than 5yrs

LANGUAGES

English

Native



Mandarin Chinese

Proficient



Japanese

Intermediate



SKILLS

Salesforce

SAP

SQL

Gap Indexing Analysis