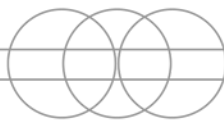


# KEATON ARKEILPANE

Denver, Colorado

407-760-6486

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## Professional Summary

Proven creative, client-focused professional with a track record of building trust, driving strategic initiatives, and delivering results in fast-paced, relationship-driven environments. Experienced in advancing from call centers to leadership roles, with exposure to all aspects of business operations. Skilled in supporting internal marketing and leading customer initiatives. Energized by people and collaborative environments, with a curious, coachable mindset. Seeking to leverage my strategic sales foundation in a role that allows me to apply creative thinking, solve problems, and build meaningful connections.

## Skills

- *Client Strategy & Success:* Client Needs Identification, Relationship Development, Onboarding, Retention, Campaign Planning
- *Marketing & Brand Development:* Brand Strategy, Market Research, Digital Marketing (SEO, SEM, Social Media)
- *Tools & Platforms:* Salesforce, ZoomInfo, LinkedIn Sales Navigator, MailChimp, Canva, Visme, Clipchamp
- *Creative & Communication:* Out-of-the-Box Engagement, Narrative Selling, Content Strategy, Sound Design (FL Studio, Serum)
- *Project & Team Collaboration:* Cross-Team Execution, Deadline Management, Trade Show Support

## SALES & MARKETING // STREAMLINE SOLUTIONS // 2022 - PRESENT

- Managed long-term B2B relationships across healthcare and hospitality, delivering tailored client solutions and expanding account retention.
- Developed and executed strategic marketing and customer success plans, using CRM and market insights to drive engagement and new business.
- Collaborated with leadership on campaign strategy, cross-functional initiatives, and trade show execution to support client outcomes and business growth.

## SALES EXECUTIVE // PAYCOM SOFTWARE // 2021 - 2022

- Prospected and closed new business with 50+ employee companies, managing the full client journey from outreach through onboarding and go-live support.
- Built strategic relationships with C-level executives using personalized engagement tactics and campaign-style outreach.
- Maintained expert-level product knowledge and supported implementation, traveling for key client meetings and training sessions.

## SALES EXECUTIVE // CINTAS CORPORATION // 2021 - 2021

- Developed new B2B accounts through cold outreach, presentations, and face-to-face meetings in a competitive territory.
- Delivered consultative, insight-driven pitches tailored to pain points in hospitality and service industries.
- Recognized for top-tier performance and leadership potential by regional management.

## ACCOUNT MANAGER // PLS LOGISTICS // 2020 - 2021

- Managed a growing book of B2B clients while making 100+ daily calls in a high-pressure logistics sales environment.
- Built strong foundations in pipeline strategy, client communication, and organization under time-sensitive demands.
- Developed outreach approaches to stand out in a saturated, transactional market.

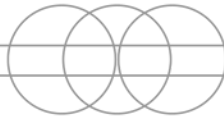
## Education

Florida Gulf Coast University // *Bachelor of Science in Marketing* // GPA 3.3 // 2020

- *RELEVANT COURSES:* DaynerHall Marketing Internship, Marketing Research, Market Strategy, Business Strategy, Services Marketing, Consumer Behavior, Product and Brand Management, Social Media Marketing

## Campus and Community Involvement

- FGCU Men's Hockey, Team Member (2016 - 2020), Two-Time National Champion, Two-Time Academic All-American Recipient, Alternate Captain (2020)



My career has been defined by persistence, creativity, and a willingness to put in the work to create opportunities for growth. Every step along the way, I've found ways to stand out, earn trust, and add value, regardless of the role or industry.

I got my start at PLS Logistics in a fast-paced, high-volume sales environment. Managing a growing book of business while making over 100 calls per day taught me the fundamentals of discipline, organization, and how to build relationships under pressure. I learned how to balance short-term results with long-term client success, and that consistency wins in competitive environments.

From there, I moved into outside sales at Cintas. While it ultimately wasn't the long-term fit I was looking for, it gave me valuable experience in territory management and face-to-face selling. I performed well and hit new business targets, but more importantly, leadership recognized my potential and encouraged me to stay when I made the decision to move on. That support reinforced my belief in trusting your gut while still leaving a positive impression behind.

At Paycom, I stepped into a more strategic and consultative sales role. I was persistent in getting into deals and often found creative ways to connect with decision-makers — whether it meant taking a karate class with a prospect, anonymously picking up their lunch tab, or delivering personalized materials to get their attention. These approaches helped me earn meaningful conversations and keep deals moving, even in a highly competitive and high-stakes sales environment.

Later, I joined my family's company, Streamline Solutions, where I broadened my skill set beyond sales. I worked directly with leadership on everything from strategic planning and marketing to warehouse operations and account management. It gave me a deeper understanding of how a business operates and reminded me how much I value collaboration and purpose-driven work.

Now, I'm focused on the next step. I'm looking for an opportunity that allows me to bring everything I've learned persistence, creative problem-solving, and relationship-first thinking into a new environment where I can continue to grow and contribute in meaningful ways.

