Marquese Martin-Hayes

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The Executive account manager for DCL funding, an Indianapolis based Factoring company, as well as the Quickpay manager for Direct Connect Logistix, a 3rd Party Logistics Company in Indianapolis. I am a leader that understands responsibility over fault and blame. Committed to development of new programs, ideas, and flexibility to get the job done.

* I bring creativity, positivity, and strong communication skills to any work environment.
* Three years of sales experience.
* A year and a half year of accounting, management and leadership experience.
* Proven business development skills
* Proven presentation skills

**Professional Experience**

## Direct Connect Logistix, Indianapolis, IN

## *QuickPay Manager , May 2017 - Present*

* Sole processor of all Quick Pay invoices
* Facilitator of Client sign ups through final payment
* In charge of final daily and weekly reports
  + new customer sign ups
  + daily revenue totals
* In charge of Marketing efforts for the Quick Pay program
* Originator of Dedicated Carriers program for Quick Pay
* Projected 300k in Revenue for first full year of program

## DCL Funding LLC

## *Account Executive, May 2017 – Present*

* Sole account executive for DCL Funding
* Actively managing a combined one million Dollar portfolio
* In charge of the Factoring process for 4 Clients
* In charge of set up of all new customer relationships
* Maintain relationships with 4 Clients and improving their processes
* In charge of the billing and receivables processing
  + 92% of all receivables paid before 60 days
* In charge of the acquisition process of any new clients
* Represent clients in any claims or disputes with customers

TEKsystems

*Functional, IT Recruiter*

* Recruited Scrum master, Business analyst, Project Manager IT positions
* In charge of walking candidates all the way through the hiring process
* Promoted to a professional recruiter within the first year
* Sponsored business analyst group meetings
* Acquired business management skills

# **Education**

## Butler University, Lacy School of Business

* Bachelors of Finance
* minor in Economics
* 4 year varsity athlete

# **Additional Skills**

* Microsoft suite proficiency
* McLeod platform
* Web and tech savvy, require little to no training

# **Volunteer/Activities**

## Big Brothers Big sisters

November 2017 - Present

I am apart of the Big Brothers Big sisters volunteer group. I am currently matched with a high schooler on the west side of Indianapolis. We are closing in on our first year as a match and he is attending a new school, getting better grades, and in less trouble than when we started a year ago.

## Mastermind Indianapolis

Founder

A premiere young professionals networking group in Indianapolis Indiana. Partnering with other local entrepreneurs and young business professionals to propel Indianapolis into the spotlight of new business, creativity and health.