

ADAM DONNER



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15415 Tucker Street
Bennington, NE 68007

SKILLS

Direct Sales
Project Management
Product Marketing
Sales Operations
New Business Development
B2B Sales
Channel Management
Cold Calling
Account Management
CMR, Salesforce.com
Digital Print
Technology Sales

EDUCATION

UNIVERSITY OF NEBRASKA

Lincoln, NE
BS-Management
May 2003

CDIA+ Certification
DocuWare Technical Certification
eCopy Technical Certification

PROFILE

Results orientated professional with 15+ years of sales and project management experience in a technology-focused environment. A strong communicator with exceptional skills in developing customer relationships. Demonstrated initiative and dedication to success. Demonstrated outside sales, cold-calling and relationship building skills. Proven ability to effectively overcome obstacles and adversity in a competitive marketplace.

WORK EXPERIENCE

DIRECTOR OF SALES & MARKETING

Digital Express | February 2016-November 2018

- Responsible for key account management
- Manage daily sales and activities inside of Digital Express
- Build customer websites using Digital Store Front and other CMS
- Develop timelines for deployment, set milestones for each stage of development from conception to delivery

REGIONAL SALES MANAGER

Nuance Communications | February 2011-February 2016

- Drove and managed Nuance software sales with channel partners and end user customers
- Coordinated and provided training to sales/strategic teams on positioning the solutions provided by Nuance Communications
- Managed the sales and implementation process for mid to large opportunities across the territory
- Worked with 'C' level management in a consultative sales approach to develop solutions that enhanced the organizations' business processes
- Consistent history of exceeding quarterly and yearly revenue targets (Chairman's Club 2011, 2012, 2013)

REGIONAL SOLUTIONS CONSULTANT

Konica Minolta Business Solutions | April 2006-February 2011

- Managed regional sales & implementation of software and Optimized Print Service (OPS) business
- Coordinated and provided training to sales team
- Performed all activities in OPS sales process-opportunity development, sales presentations, data acquisition, proposal development
- Worked with internal resources as well as third party vendors to coordinate project activities