

Ashley Nicol

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Executive Profile

A dynamic, results-oriented senior level professional with a proven track record of success in Sales, Account Management, and Project Management.

Demonstrated history of managing client accounts and expectations through successful account management practices.

Utilizes MBA degree to identify and implement innovative solutions in the creation and growth of start-up opportunities.

Professional Experience

DepotPoint Senior Project Manager, June 2007-present

- Responsible for management and relationship building with Enterprise accounts and senior level executives.
- Trained to identify, articulate, and implement products, solutions, and services based off of customer feedback.
- Led cross-functional teams through requirements gathering, development, and implementation necessary to design customized software solutions.
- Efficiently and successfully conducted on-site user acceptance testing and software training.
- Helped strategic accounts increase revenues, improve productivity, and grow profits using TrackPoint's software-as-a-service platforms.

Progressive Homesellers Senior Sales Executive, 2006-2007

- Managed and trained sales representatives that worked to connect home buyers and sellers with name brand real estate agents.
- Oversaw the entire sales cycle, from initial lead qualification, product presentation, pricing and contract negotiation, to closing and client support.
- Responsible for management of priority client accounts and top-producing affiliate real estate agents.
- Consistently exceeded 350 cold and follow-up calls weekly, earning recognition as one of the top sales executives.

Club Med GO (Gentil Organisateur), 2004-2005

- Facilitated and promoted activities for 500+ guests per week.
- Maintained guest satisfaction through frequent contact and communication.
- Responsible for sports team organization and scheduling.

Skills

Mountain Goat Software, 2010

- Scrum Training
- Agile Requirements Training

Proficient with Microsoft Office

Technical Writing

Education

Seattle University, 2008

Master of Business Administration

University of San Diego, 2004

Bachelor of Arts

Fun Facts

Gamma Phi Beta Sorority Member

Snowboarder

Marathon Runner

References available upon request.