

# Christian Sullivan

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## EXPERIENCE

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### Business Development Representative

May 2022 – Pres.

Coretelligent | Boston, MA

- Develop relationships with C-Level Executives.
- Generate \$600,000 in new business opportunities for IT managed services & cyber security
- Collaborate with Account Executives to plan and manage territory strategy for the Midwest, targeting Bio Tech and Venture Capital firms
- Run Discovery calls for inbound inquiries.
- Create new cadence messaging and structure for different product features.

### Business Development Representative

Nov 2021 – May 2022

Zylo | Indianapolis, IN

- Develop relationships with Director, VP & C level executives in IT, Finance & Procurement at commercial and enterprise size companies.
- Create \$750,000 in new business pipeline.
- Collaborate with Account Executive to plan and manage territory strategy for the Northwest and Northeast territories.
- Run Discovery calls for inbound opportunities.
- Create new cadence messaging and structure for problems specific to Finance personas

### Territory Account Manager

April 2019 – Nov 2021

The Ames Company | Indianapolis, IN

- Foster and manage relationships with department managers at 100+ Home Depot, Lowes, and Menards.
- Act as liaison between Ames and department heads to ensure the completion of new bay sets and product launch.
- Partner with department heads to schedule and train store employees on core product competencies.
- Run weekly price analysis to compare product prices throughout territory.
- Increase sales revenue in mid-west territory by 5% by keeping fill rates high on best selling products.
- Collaborate with Pro Desk Managers to help close 15 large ticket orders in the last 5 months.

## EDUCATION

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Franklin College | Bachelor of Arts in Public Relations

Graduated May 2018

- Franklin College Baseball Team Captain
- Student-Athlete Advisory Committee, Baseball Representative
- Economics Club

### Certifications

- NSCA's CSCS
- Pre-Script L1 certified
- CPR/AED certified

### Other Education

- Pavilion SDR Academy

## SKILLS

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B2B Sales (Enterprise, Commercial & SMB), SaaS | Microsoft Office Products, Google Workspace (G-suite), Google Analytics, Squarespace, Wix, |Salesforce, ZoomInfo, Salesloft, Sales Navigator | Adobe Creative Cloud | Cost benefit analysis | knowledge of Agile | knowledge of Python, Rstudio, HTML, CSS |