

Connor Mullan

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602-571-4543

Sales Operations Professional

Strong work experience specializing in sales and operations management.

Proven skills include:

- Team leadership
- Revenue generation
- Account management
- Market analysis

Professional Experience

ADP; DISTRICT MANAGER II

AUGUST 2020 – PRESENT

- Build relationships with C-Suite contacts at small to midsize companies to drive revenue growth.
- Conduct on average 35 prospecting calls, 50 prospecting emails, 10 drops, per week.
- Drive consultative processes around SaaS technology, focused on implementing best fit for organization.
 - o Member of ADP Leadership Development Program
 - o 102% to quota 2020-2021 – Named new hire MVP
 - o 157% to quota 2021-2022 – Region top 3 in Logos and Dollars
 - o 272% to quota 2022-2023 - On track for Super Starts

HERTZ CORPORATION; GENERAL MANAGER

MARCH 2020 – AUGUST 2020

- Responsible for the success and growth of the Hertz Local brand in Arizona.
- Successfully implemented cost savings strategies and developed sales & marketing plans to continue growth in Arizona.
- Oversaw development of new and current employees and organized training solutions to promote future leaders.
- Worked with company leaders to source new business opportunities and lead the company into the future.
 - o Promoted in 5 years for proven leadership and commitment to growth through company restructure.
 - o Led country in customer service metrics (68.9) with team of over 130 employees.
 - o #3 Region for revenue growth at \$23 Mil, \$3.8 M YOY.
 - o Opened 2 new shops for a total of 20 shops throughout AZ.
 - o Increased fleet utilization numbers to 92%, #4 in country with 15,000 vehicles.

HERTZ CORPORATION; AREA MANAGER

JUNE 2017 - MARCH 2020

- Promoted to Area Manager after 3 years with the Hertz Corporation.
- Led a team of 43 employees and was responsible for 9 shops throughout Scottsdale and Northern Arizona.
- Organized sales and customer service training sessions, maximizing both metrics.
- Assembled community service groups and built a successful and cohesive team.
 - o Promoted within 3 years
 - o Led team of over 45 employees to highest NPS scores in country
 - o 40.7% increase in profit margin in 2019 from \$1.9 M to \$2.8 M
 - o 15.5% increase in revenue in 2019 from \$10.3 M to \$12 M
 - o Received award for highest profit margin in West Central Territory 2019 at 23.1%
 - o Received award for highest revenue growth in West Central Territory 2018 at 15.2%

EDUCATION

Bachelor of Arts: Business Global Politics, Arizona State University – W.P. Carey School of Business; Tempe, AZ

Achievements: Graduated in 3.5 years, NAMU Deans award, Deans List, Award for Ethics

Involvement: Sigma Alpha Epsilon National Fraternity, Hassa Hall Council, Assistance League of AZ