

Cory Spears

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CORE SKILL SETS

- Inside & Outside Sales
- Account Management
- Client Retention
- Territory Management
- Customer Service & Satisfaction
- Networking
- Public Speaking & Presentations
- Professional Relationship Building
- Negotiation
- Problem Solving
- Conflict Resolution
- Technical Training
- Word, Excel, PowerPoint

PROFESSIONAL EXPERIENCE

DriverReach, Indianapolis, IN – Sales Development Representative

NOVEMBER 2018 – APRIL 2019

DriverReach develops and supports an Applicant Tracking System that boosts CDL truck driver lead flow and improves speed-to-hire with a mobile-friendly job app, built-in background checks, workflow & CRM.

- Evaluated recruiting and hiring needs for companies that hire CDL drivers.
- Helped clients and prospects moved towards booking a meeting with one of the Account Executives.
- Expanded the number of clients and prospects in assigned territory.
- Demonstrated efficiency in HubSpot to track sales tasks, leads, and communicate with prospects and clients.

Gannett, Indianapolis, IN – Inside Sales Rep

MARCH 2018 – PRESENT

Gannett is a media and communications company that owns many local papers across the country. In addition, they own the USA Today Job Network which is a collection of digital recruitment solutions.

- Assess recruiting needs for clients and offer appropriate solutions, negotiate price, and close sales.
- Move clients and prospects towards commitment while exceeding expectations
- Grow existing client base to generate new business and revenue
- Demonstrate efficiency in Salesforce to track sales related tasks and gain better understanding of the client's' business and buying patterns.

Charles Schwab & Co, Indianapolis, IN – Associate Financial Services Rep

DECEMBER 2016 – JANUARY 2018

Charles Schwab offers a wide range of investment advice, products & services, including brokerage & retirement accounts, ETFs, online trading, etc.

- Engage clients in discussions about market conditions, trends, and provide investment education
- Resolve issues by leveraging trading platforms, client support software, and business experts within Schwab to efficiently champion client goals and needs
- Recommend solutions to clients, which align with their goals and promote Schwab growth
- Perform administrative and clerical duties for clients that need additional research and assistance

Anchor Point Technology Resources, Indianapolis, IN – Technical Recruiter

FEBRUARY 2015 – JULY 2016

Anchor Point Technology Resources specializes in contract placement, contract-to-hire and permanent placement for technology and engineering jobs across the Midwest.

- Identify and recruit potential IT candidates by exploiting the use of referrals, job postings, internet searches, and networking
- Consistently find qualified candidates with hard-to-find skillsets
- Evaluate candidates' skill levels through phone calls and interviews
 - Assess candidate behavior over the phone and in-person to vet out culture fit
- Negotiate wages, benefits, and other terms and conditions of employment
- Oversee consultants' progress and performance while onsite with client by gaining feedback from both the consultant and their managers
- Maintain relationships with industry contacts to gain industry knowledge and obtain referrals

Chronotrack, Evansville, IN – Central Regional Support & Sales Engineer

JUNE 2013 - DECEMBER 2014

Chronotrack provides timing and event planning solutions for racing events such as road races, triathlons, marathons, etc.

- Managed technical support and training for over 40 clients in the Midwest and Southern regions of the U.S.
- Built meaningful relationships with clients all across the Midwest and Southern US regions to better meet and engage business needs.
- Trained clients on hardware and software onsite, over the phone, through email, and through web meetings.

- Contributed to the success of clients' businesses and future business for the company by ensuring the technical launch on clients' new timing and event platforms
- Assisted Regional Sales reps by selling and show casing additional products to help the client achieve their business needs and help achieve company sales goals
- Gave presentations to clients at national and regional conferences throughout the year
- Generated training documentation and videos to educate clients on hardware and software

Author Solutions, Indianapolis, IN – *Publishing Consultant*

MARCH 2013 - JUNE 2013

Author Solutions is a publishing company that provides self-publishing services to authors all across the United States.

- Provide consultation over-the-phone to authors interested in publishing their books
- Made close to 100 calls every day to authors inquiring about Author Solutions' services
- Took inbound calls and assisted the caller with their needs or questions.

Residential Warranty Services, Carmel, IN – *Account Manager*

JULY 2012 - MARCH 2013

Residential Warranty Services provides business-enhancing services to realtors and home inspectors.

- Responsible for new business development in securing sales leads for conversion to key clients
- Consulted with customers on what services would best fit their needs
- Partnered with home inspectors by supporting their use of internet based marketing software tools and business strategies
- Led scheduling, event planning, and shipping-related tasks
- Managed travel accommodations for executives traveling to trade shows across the country

EDUCATION

McNally Smith College of Music, St Paul, MN

Bachelors of Arts, Music Business

2012

Vincennes University, Vincennes, IN

Associates of Applied Science, Audio Recording

2008