

BUSINESS DEVELOPMENT EXECUTIVE

Developing and executing effective strategies that quickly expand growth and build sustainable success.

- Team Leadership & Performance
- Thought Leadership
- Sales Strategy & Execution
- Lead Generation & Referrals
- Fortune 500, C-Suite Prospecting
- Portfolio & Pipeline Management
- Goal Setting & Financial Modeling
- Contract Negotiation
- Market Intelligence
- Consumer & Financial Services
- Medical Device Sales
- B2B and B2C Solutions

Driven, curious and resilient Business Development Leader with extensive experience leading key segments and high-performance teams to drive exceptional business growth. Successfully manages up to \$3.6 billion books of business, more than 100 dispersed Sales Representatives and delivers millions in annual account volume and new revenue. Relationship development champion, building rapport with top leaders at Fortune 500 companies, retaining accounts throughout tenure and winning deals over established competitors to increase market share. Strong contract negotiation skills. Able to influence and guide decision making in collaboration with other functions and company leadership. Facilitates issue resolution and generates viable solutions.

Professional Experience

PRIORITY COMMERCIAL PAYMENTS • Alpharetta, GA • 2016 to 2018

\$800MM, privately-held leading provider of B2C and B2B payment processing solutions.

Vice President, Business Development

Led business development and sales functions for Commercial Payment Group covering Direct, Corporate and Community Banking within North America. Managed team of 12 Sales Consultants and Referral Generators (strategic partners), providing resources, coaching through challenges and motivating performance. Oversaw and contributed to sales activities including establishing rapport with potential customers, demonstrating product value (automation, significant cost savings), presenting solutions (purchasing cards, travel and expense management, fully integrated ePayable platform) and closing deals. Developed marketing strategies, go-to-market channel strategy and managed legal execution process for referrers and clients. Reported directly to President and served as member of Commercial Payments leadership team.

"He was phenomenal at industry conferences and never hesitated to proactively engage prospects in discussion... He was extremely well respected by his peer group and his partners... he conducted himself professionally in leadership meetings, is collaborative and has a great disposition. I fully endorse Adam and any company will be fortunate to hire him!"

- Cindy O., President, Priority Commercial Payments

- *Founding member of Commercial Payment Group Startup Team.*
- *Developed Referral Model and established referral sources by negotiation agreements with Fortune 1000 company Referrers. Led to 10+ referrals per month and 75+ client pipeline.*
- *Initiated deal with \$1 billion, 20+ location casino franchise to offer purchasing cards, T&E and other automated payment options. Displacing current purchasing card provider and Treasury relationship.*
- *Achieved \$400MM in 2018 committed volume and delivered \$5MM to \$7MM in new annual revenue to P&L.*

AMERICAN EXPRESS - GLOBAL CORPORATE PAYMENTS • New York, NY • 2012 to 2016

Provider of Corporate Cards, Corporate Purchasing Solutions and other expense management services for mid-sized and large corporations worldwide. Serves more than 70% of Fortune 500 and tens of thousands of mid-sized companies.

Executive Director, Account Development (2015 to 2016)

Oversaw \$3.6 billion book of business, 5-person team of Managers and Account Developers and two-thirds of the U.S. Led this large market Healthcare Solutions segment with a focus on 20% year over year growth and loss recovery for established business line.

- *Consistently overachieved plan and facilitated annual business growth of more than 20%.*
- *Retained entire book of business throughout tenure.*
- *Top ranked Executive Director of 2015 in verticals for growth.*

Manager Business Development (2012 to 2015)

Led U.S Commercial Card sales, supplier relations and mentored less experienced Managers through challenging deals. Drove account growth and new business by connecting with C-level and senior leaders within Fortune 500 and mid-sized companies. Developed customer value proposition and sales enablement tools for national sales within a hospital vertical covering Michigan, Indiana and Ohio.

- Recognized as "Rookie of the Year" Hospital Team 2013 and "Rookie of the Year" U.S. Commercial Card Sales 2013. Achieved 127% of plan in 2012 (rookie year.)
- Achieved Platinum Club for 2013 and 228% of plan. Achieved 220% of plan in 2014.
- Elected to 4-person team that successfully negotiated \$400MM strategic supplier agreement.
- Developed customer value proposition to sign 2 non-accepting suppliers resulting in \$44MM BCV.
- Guided 2 middle market Managers of Business Development through B2B deals that resulted in \$30MM PCV.
- Attained double-digit year-over-year growth in client base.

"I have been doing this BIP thing for some time now. I could absolutely not be more impressed with the Value Proposition (Adam) delivered... (he) truly earned this business. (His) detailed and precise communication... was A+."

- Matt M., Vice President – Hospital Vertical, American Express Co.

MINDRAY NORTH AMERICA ▪ Michigan | Ohio ▪ 2008 to 2012

Medical device developer and manufacturer providing solutions in Patient Monitoring and Life Support, Medical Imaging and In-Vitro Diagnosis. Operating under 42 international subsidiaries in 32 branch offices with 7,500 employees.

Sales Consultant

Managed Southeast Michigan and Northwest Ohio territory calling on C-Suite, IT Directors, OR Managers and Labor Delivery, ICU, ER, NICU, PACU, Med Surge and Telemetry leaders. Presented devices, demonstrated competitive advantages and value and closed high-value deals within healthcare industry.

"He truly exemplifies professionalism. His sales qualities are of the highest standards. He has developed wonderful customer relations with his client base."

- Kevin B., Regional Manager, Mindray Corporation

- Awarded Rising Start Award in 2009 for willingness to help others, positive attitude, desire to learn, leadership role within the class, academic excellence and excellent demonstration skills.
- Ranked #1 in Vital Signs monitoring for Midwest Region 2009 through 2011. Ranked #1 in Portable Ultrasound sales for Midwest Region 2011.
- Signed University of Michigan ER portable ultrasound business, replacing competitor as national reference site.
- Replaced top competitor by signing agreement with Henry Ford Hospital for vital signs monitoring.
- Integrated HL7 interface hospital wide solution for Cerner National Showcase Hospital.

WACHOVIA SECURITIES MORTGAGE CORPORATION ▪ Detroit, MI ▪ 2006 to 2008

Acquired by Wells Fargo for \$15 billion in 2008. Previously, held \$1.17 trillion retail client assets under management.

Regional Manager | Account Executive

Directed team of 100+ Sales Representatives dispersed across 9 states and wholesale integration for World Savings Bank. Managed Eastern U.S. territory for a stable, nationwide platform. Generated and contacted potential leads, managed pipeline, developed relationships, demonstrate value and closed transactions.

- Ranked #4 of 15 Managers in 2007. Ranked #4 of 90 Account Executives in 2006.
- Achieved 200% of plan as Regional Manager. Closed 776 loans in 2007. Given "Shared Success" Award for exceeding expectations.
- Quickly promoted to Manager because of performance and success.

"He is always willing to work as hard as necessary to get the job done... he has been very successful in all of his sales efforts... he is a serious, dedicated worker and his reliability and integrity are above question. He handles all situations in an efficient manner and knows how to get results."

- Brenda C., Vice President, Wachovia

Education

WESTERN MICHIGAN UNIVERSITY ▪ Bachelor of Science – Marketing, Minor - Economics