

JUSTIN LEVITZ

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TECHNOLOGY SALES EXECUTIVE

PROFESSIONAL PROFILE

Technology sales specialist / engineer with a passion for building new technology revenue streams. Tactical thinker, organizational influencer and product specialist who is driven and committed. Planning, presenting and implementing innovative solutions to roll out to sales teams or direct to clients / prospects. Quick thinker, problem solver and change agent. Areas of expertise include:

- Technology Sales / Marketing
- Product specialist
- Highly Collaborative Leader
- Inspiring Presentations
- Account penetration
- Mentorship

EXPERIENCE

National Reprographics Inc.

2006 – Present

Director, 3D Technologies (2011 - Present)

Appointed to lead and drive sustainable revenue growth in a rapidly evolving 3D print business. Expand service offerings, increase order volume, innovate production processes, liaison to executive committee, and develop the strategic and implementation plans for immediate and long term viability.

- Accelerated 3D revenues to double and triple digit YOY growth by deeply leveraging existing client base and attracting new clients on a national level to \$3.75 million revenues.
- Hired, on-boarded and managed 12 specialists over 2 years. Industrial designers, Architects, Sixth Sigma operations manager, Digital Fabrication Specialists and Equipment Operators.
- Expanded 3D operations by adding 3 locations to meet fast growing demand in Chicago, SF and Philadelphia.
- Re-directed efforts of Sales & Marketing teams to turn 3D printing into the lead product offering resulting in acquiring 5 new enterprise accounts and driving an additional 20% of key accounts to begin using the service.
- Drove new business through direct outbound lead generation.
- Spearheaded the creation and launch of a web-app that streamlined production processes, reducing labor costs by 50% and increasing output.
- Won \$300k in new 3D services contracts in initial 6 months by researching and launching new services to the event planning industry.
- Revived a declining corporate brand and created renewed excitement in NRI's products and services.
- Led the rebranding committee, created and presented a brand voice, new organizational structure, and new services.
- Championed Salesforce education, strategy and customization. Led to adding subscription services for Pardot, RingLead and Taskray.
- Launched a movement that re-initiated the company's Philip Crosby Quality Training program. Resulted in a decrease in operator errors by 20%.
- Authored numerous presentations for industry, trade and client events.

Promoted to National 3D sales team leader and appointed to NRI Sales Management Council

- Grew revenues of new technologies by 30% while increasing existing reprographic business retention rates (3D a key leverage point)
- Developed and presented yearly Strategic Business Plan for 3D business to executive and management teams.
- Designed and implemented a completely unique equipment acquisition program for new users of 3D printing. Program signed on 40 new contracts, over \$1 million in revenues, with 95% retention rate.
- Added 25% gross profit for consumables and 20% on equipment by negotiating a reseller contract with Stratasys.

National Reprographics Inc.
Manager, 3D Technologies

2007 - 2008

Promoted to 3D print specialist to support growing interest from clients / prospects.

- Created company-wide interest in 3D printing services through in person and web based training sessions
- Developed and implemented company-wide institutionalization goals / market plans for 3D printing.
- Certified NRI as an AIA approved provider to penetrate large existing architectural customer base with 3D technology. Hundreds of presentations given, which led to over 150 new architectural clients using 3D technology services.

National Reprographics Inc.
Account Executive

2005 – 2007

Managed and expanded revenues of existing client base and helped acquire new accounts through multi-channel activities.

- Mastered product and services portfolio.
- Exceeded new business quota by 20%.

Xerox Corporation
Account Manager

1998 – 2002

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- Managed 150 account portfolio, developed/executed account strategies for top 10 clients.
 - Achieved 98% account retention, 10% penetration into competitive accounts by selling-in new products and opening new buying points.
 - Exceeded \$2 million dollar quota by 14% in 1999 and \$2.25 million quote by 12% in 2000
 - Delivered and closed large accounts, 'C' level presentations.
 - *Completed 5 basic and 4 advanced sales effectiveness development courses at XEROX center.*

EDUCATION

Heiden Institute
President of Student Life

2002 – 2005

University of Arizona
Bachelor of Economics, Honors

1994 – 1998

PROFESSIONAL DEVELOPMENT AND AFFILIATIONS

Specialist in 3D software, 3D scanning, 3D printing | Drones, Virtual and Augmented Reality | Certified in Phillip Crosby Quality training manager and operator | Advanced utilization of Word, PowerPoint and Excel | American Institute of Architects Certified presenter | Presenter at RAPID 2015 and 2016 | Presenter at ReproMAX Executive Conference 2011 and 2012 | CRM specialties in Goldmine, Sugar and Salesforce | LinkedIn Group owner '3D printing for Architects' with 3,200+ members