

A.J. Kemp

SaaS Sales Leader, Brand Builder, Forward Thinker, and Team Player

Accomplished leader with extensive experience managing multifaceted customer/vendor relationships, long term growth initiatives, sales team development and continual process improvement strategies. Seeking an impact role devising strategies, driving operational and organizational improvements and developing staff.

Professional Experience

Jan 2018 - present	<div>Regional Sales Executive (NY/NJ/PA) <i>G5</i><ul style="list-style-type: none">Accelerated SaaS sales cycle from 6 to 2 monthsEstablished and nurtured complex corporate relationshipsImproved onboarding process for new clients leading to enhanced company profitabilitySpearheaded independent territory prospecting initiativeManaged and filled pipeline ensuring current and future deal flowSales results currently 646% of annual quota</div>
Jan 2012 - Jun 2017	<div>Co-Founder & Co-Owner <i>Hawks View Cellars</i><ul style="list-style-type: none">Established & reported to Board of Advisors championing strategic rightsizing of retail and wholesale operationsArchitected and implemented internal sales reporting systems enabling financial and operational metric reportingSpearheaded strategic overhaul of operational processes, sales contracts, sourcing agreements, organizational structure, and compensation structures yielding substantial top-line and bottom-line growthManaged & monitored production cycleBalanced all business lines concurrentlyManaged and directed professional relationships including legal, M&A, insurance, and governmental complianceLaunched acquisition marketing initiative resulting in successful exit for shareholders</div>
Nov 2007 - Jan 2012	<div>Co-Founder & General Manager <i>Hawks View Cellars</i><ul style="list-style-type: none">Collaborated with Co-Founder on business formation and management of all levels of operationsSpawned brand product mix & pricing strategyResponsible for facility managementAuthored sales channel analytics covering ecommerce, wholesale distributors, and DTC retail channelsAssisted with all levels of production</div>

Education

2002 - 2003	<div>Peter F. Drucker Graduate School of Management - Claremont Graduate University MBA focusing in Strategy, Marketing, & Finance</div>
1998 - 2002	<div>Claremont McKenna College BA in Economics</div>



Personal Info

Phone 541-797-3362
E-mail mrajkemp@gmail.com
Date of birth February 20, 1980
LinkedIn https://www.linkedin.com/in/a-j-kemp-28b680/

Skills

- SaaS sales channel development, management, and growth expertise with deep knowledge of temporal planning
- Proven experience in project management balancing multiple business lines concurrently
- Strong performance analysis skills
- Deep strategic expertise in consumer facing & B2B industries
- Proficient team builder & leader
- Adept relationship manager with external professionals
- Hands on creation of marketing copy encompassing digital, print, and social media
- Advanced knowledge of Google, Salesforce, and MS Office suites