**JACK WILLARD**   
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**EXECUTIVE SUMMARY**  
Sales Professional with over 6 years of experience in CRM/Recruitment and 3 years in Sales Leadership. Worked my way up from trainee to Senior Leadership at a highly competitive Salesforce.com recruitment agency. Looking to start my next journey in a technology Sales environment.



**PROFESSIONAL EXPERIENCE**Mason Frank International  **June 2018 - Present  
Business Manager**

* Awarded Top US Manager H1 2019, and Leader of the month March FY19
* $3.2 Million Net Fee Income, exceeding quota by 170%.
* Maintained Average fee size of $23,000, completing 135 permanent placements across our team
* Hands on in all aspects of business development, rates negotiation, and closing
* Trained and mentored 2 Team Leaders and 3 Senior Consultants to their promotions
* Lead business development sessions and completed daily call coaching with our consultants

**Manager Jan 2016-Present**

* Invoiced $780K in H1 FY18 and the highest contribution per head in the US Business
* Completed $100K in H1 FY18 while managing 7 consultants and recruiting 4 new hires
* Recruited, trained, and mentored 1 Team Leader and 2 Senior Consultants
* Escalation point for all contract negotiations, customer feedback, and difficult closes
* Signed terms of business with over 300 Salesforce.com clients
* Earned Shareholder status following Mason Frank’s acquisition by TPG Growth Partners

**Team Lead Jul 2015-Dec 2015**

* Recruited and managed a team while finishing the year with a personal record of $375K in billing
* Promoted to Manager in 6 months
* Earned “Presidents Club” trip to London for top performers
* Trained MFI’s “Rookie of the year”, who billed $150K in one month, a new record previously set by me
* Responsible for hiring and firing decisions and all direct management of 4 recruitment consultants

**Senior Consultant Feb 2015 - Jul 2015**

* Achieved “Global Top Biller” status for Q1 of 2015 closing $280K in business
* Successfully hired and mentored a Trainee, a Senior Consultant still with the business today
* Completed over 45 Salesforce placements worth more than $1 million in personal billing
* Maintained an average fee size of $27K
* Led trainings on objection handling, contract negotiation, and closing.

**Recruitment Consultant Aug 2013 - Feb 2015**

* Cold call Salesforce.com customers and Salesforce candidates to build book of business
* Achieved a new billing record with $140 invoiced in March 2014
* Generated leads by calling candidates after hours, converted leads by cold-calling
* Completed first placement in 2 months, and 10 placements in 6 months, the fastest in company history
* Acquired new clients utilizing cold-calling and email marketing in a high pressure sales environment
* Joined the team as the 3rd US member of Mason Frank, the Salesforce.com division of FRG
* Broke into MFI’s top revenue client in 2015, Zurich Insurance, amongst other top earning accounts



**EDUCATION**

**Fordham University 2009 - 2013**

Bachelor of Arts

Major in Economics | Major in Philosophy