

Matthew Shawgo

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Highly motivated, determined individual, with strong leadership skill, and impressive list of accomplishments in the areas of sale, business relationship development and account management.

HIGHLIGHTS

- Closing sales
- Territory Management
- Cold Calling
- Problem Solving
- Leadership
- Customer Service
- Targeting Customers
- SaaS/Salesforce
- Attention to Detail
- Strategic Planning

EDUCATION

Bachelor of the Arts in Marketing

Associates in Sports Medicine

University of Illinois - Champaign/Urbana - Urbana, IL

2007

WORK EXPERIENCE

Shred'IT - Chicago, IL June 2016 - Present Employer

Sales Manager

- Analyze business problems and review business processes
- Manage and record all leads from outbound telephone marketing to Fortune 500 and Fortune 1000 companies

- Prioritize daily workflows, including all inbound calls, quotes and sales-related inquiries
- Communicate with dispatchers and customers regarding outgoing orders
- Generate sales of Salesforce, SaaS software and medical waste products to Fortune 500 and Fortune 1000 companies
- Land accounts with North Shore hospitals, Shriner's hospital, and small clinics

Motivational Speaker

- Completed around 50 paid speaking engagements
- Have spoken to over 4,000 sales associates
- Dynamic speaking ability to maintain audience attention in presentations
- Delivered motivational speeches to live audiences in a variety of conferences as requested.
- Interacted with live audiences of 50-200 people at once
- Planned and delivered self-development
- Develop and implement marketing materials for target groups; prepare all presentation outlines, handouts, and supplies
- Assists with goal setting and goal attainment

Marcus Evans – Chicago, IL –December 2015 – June 2016

Inside Sales Account Executive

- Targeted Fortune 500 and Fortune 1000 accounts and medium to large businesses
- Generated 100+ calls a day seeking business
- Gained knowledge of various types of Operating Systems
- Built and maintained accounts
- Coordinated between billing department and clients to resolve problems
- Closed sales of SaaS software to CEO's and CFO's of various companies
- Specialized in selling SaaS software to Fortune 500 and Fortune 1000 companies

MidAmerica Basement Systems -Davenport, IA -September 2012 to May 2015

Design Specialist

- Prospected designers and set appointment times for field representatives
- Coordinated and managed entire installation team
- Managed and grew pipeline sales every quarter through prospecting, networking and referral
- Increased performance growth every year becoming the top specialist selling up to \$20,000 interior designs a month

Mediacom -Davenport, IA April 2011 to October 2012

B2B Sales Representative

- Identified customer's specific requirements and recommended appropriate plans
- Managed and grew pipeline sales every quarter through prospecting, networking and referral
- B2B telescoping solutions that cover appointment setting, lead qualifications, list building opt-in and integrated programs.

Sprint -Davenport, IA -August 2010 to March 2011

Sales Associate

- Provided quality customer service
- Assisted customers with retail purchases processing cash and card payments.
- Up selling latest promotion and products
- On average per quarter top seller with 100-150 contracts