

H. Victor Payne
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Summary

Top producing Senior Sales Executive and Management Professional proficient in various industries and markets. I have succeeded in the following sales areas: complex telecommunications sales, recruitment, collections, industrial and I have consistently been an over-achiever in sales with quantifiable results. I have develop and managed B to B and retail sales in challenging environments

Skills

- Accomplished in Relationship selling
- Success in Executive Business Development
- Sales Management Proven Sales Track Record
- Sales Hunter
- Superior C - Level Navigation

Experience

04/2016 to Current

National Account Manager

Cogent Communications - Chicago, IL

Directly responsible for being a consistent Hunter in targeting / acquisition of National Accounts.
Consistently met and over - achieved targeted sales goals
Identified sales opportunities by analyzing incident rate reports and increasing sales by 131%
Expanded customer base within the Chicago and Ohio Markets by targeting fortune 100 customers

12/2012 to 04/2016

Director Business Development

Professional Diversity Network - Chicago, IL

Directly responsible for managing largest revenue stream to company. Primary responsibility is to increase and manage revenue through acquisition of new clients and management of existing. Responsible for identification and forming of new business relationships and strategies.
Formed Strategic relationships with largest recruitment agencies, i.e. TMP Worldwide, Hodes, Shaker, Alexander Mann, Manpower
Highest Revenue producer with Pharmaceutical market
2013 Sales Executive of the Year
Consistent sales of over \$500K per year
Focal point at all national recruitment events.
Formed strategic relationships with diversity vertical i.e. NBMBAA, NSHMBA, NSBE
Focused on creating recruitment initiatives targeting all diverse sectors
Directly responsible for being a closer in acquisition of fortune 500 accounts

01/2011 to 12/2012

Account Manager

Labelmaster - Chicago, IL

A top producing Account Executive who over achieved in selling safety, packaging, labeling and compliance products to Fortune 100 companies. Primary success within pharmaceutical manufacturing, transportation, industrial and consumer goods

06/2009 to 01/2011

Major Account Executive

Transworld Systems - Chicago, IL

Awarded Highest Revenue Producer within 1st year
Sold largest government municipality in company
Overachieved in navigation and selling to all of layers of corporations
Sold solutions that recovered millions of loss revenue to medical and dental clients

06/2007 to 04/2009

Senior Account Executive

CareerBuilder - Chicago, IL

Directly responsible for acquisition and growth of 50 assigned accounts within Southwest territory. 60% targeted to Healthcare industry
Directly responsible for selling advertising on-line and print media to clients to provide solutions for recruitment of human capital
Directly responsible for maximizing exposure, increasing brand awareness of corporate images
Successful in offering a consultative sale approach to analyze the immediate recruitment needs of companies

10/2004 to 03/2006

Sales Manager

Sprint - Chicago, IL

Track Record of Success: consistently over achieved monthly sales quotas
Increased sales 103% over previous management performance
Chiefly responsible for acquiring major business customer via development of B to B sales force.
Successfully managed 9 retail sales reps and 2 B to B outside sales executives
Provided ongoing coaching, training and management of daily sales efforts

10/2000 to 10/2001

Director of Field Marketing

GiantLoop Network - Waltham, Ma

Track Record of Success: Developed, organized and presented two company wide major training sessions with concentration on product positioning, sales roll plays, technical training and overall product knowledge. Training increased perspective customer base closure of pending sales and increased projected revenue.

Management: Held full decision making responsibilities for the overall operations and administration of the Product Marketing Organization. Directly managed 7 Managers. Management of the largest revenue stream to company. The overall management of the development of all customer materials and collateral used by Direct Sales personnel; direct accountability and linkage to quarterly revenue quotas. Served as company speaker / representative for industry related seminars. Responsible for the creation and deliverance of all training materials, external marketing publications / press releases.

05/1997 to 10/2000

Associate Director - Product Marketing

SBC Communications - Chicago, IL

Overall Product Marketing responsibility for high-end data products, inclusive of: SONET, Gigabit Ethernet, LAN Interconnection and Fiber - Products. Managed the efforts of direct staff and indirect matrix management of impacting organizations as they relate to product identity, revenue, pricing and over competitive positioning and focus. Responsible for the overall vendor selection and enhancements to data product family; directly responsible for the profitability of the largest revenue source within the overall transport family;

06/1995 to 05/1997

Senior Marketing Manager

MFS World Co - Chicago, IL

Directed marketing and product management functions for Competitive Local Exchange Carrier's enterprise business unit. Determined product and billing requirements, competitive analysis, pricing, and managed P & L. Product lines

included switched local, private line, and long distance. Launched local service in 17 markets, with revenues exceeding plan by twofold.

Education and Training

Operational Management

DePaul University - Chicago, Illinois

Activities and Honors

Western Consistory #28 - Member