

## James Philpot

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### OBJECTIVE

OBJECTIVE My goal is to establish a career with a reputable, stable & growing organization that allows me to utilize my past experience to make an immediate, significant, and long-term contribution to the businesses' success. I have over five years of experience selling complex products/services within the technology, marketing, software, and hospitality industries. Proven track record as top performer in all previous roles. Experience managing large sales pipeline & developing strong client relationships, with strong emphasis on utilizing consultative approach to provide needs-based solutions.

### EMPLOYMENT HISTORY

#### Server

Chili's Bar & Grill

January, 2017 — Present (2 months)

Maximize restaurant profitability by maximizing guests per hour & revenue per guest through unique combination of both transactional & relationship sales techniques ; Ensure positive experience by communicating with guest to determine expectations, applying menu knowledge to make proper recommendations, and monitoring speed/quality of all orders ; Assist other servers and management in order to ensure efficient operation of restaurant Ranked #5 of 20+ servers in revenue per guest during first full month as server

#### Account Executive

RxWiki, Inc.

October, 2015 — November, 2016 (1 year 1 month)

Consulted community pharmacy owners on comprehensive platform of pharmacy technology tools including websites, mobile apps, and social media content Advised pharmacists on implementing/adapting digital strategy designed to increase refill transaction volume and improve medication adherence Initiated contact & established business relationship with large national pharmacy chain (60+ individual franchises); worked directly with company's corporate VP during entire sales process

## **Sr. Sales Representative**

Yodle, Inc.

October, 2014 — October, 2015 (1 year)

Sold comprehensive online marketing/SEO platform to small & medium businesses across assigned verticals (ie Accounting, Video Production, Real Estate) Responsible for contacting/qualifying prospective clients, scheduling & hosting product demonstrations with decision makers, and addressing concerns as needed to earn business Achieved top 10% ranking in Sales Revenue by third month with company and #1 ranking by fifth month, while ranking #21 out of 550+ employees in Total Revenue through Q3 2015

## **Server & Bartender/Expo**

The Capital Grille

May, 2014 — October, 2014 (5 months)

Selected as member of original staff for restaurant's grand opening in Austin; received two weeks of intensive training from corporate leadership team & Master Sommelier ; Utilized knowledge of wine list/menu to make appropriate recommendations to guests based on their preferences along with restaurant's seasonal features Worked as server in both private dining & main dining areas, depending on number of reservations and needs of restaurant; served shifts as bartender & food runner when scheduled

## **Server**

Sullivan's Steakhouse

November, 2013 — May, 2014 (6 months)

Developed & maintained strong knowledge of menu offerings and wine list in order to make proper recommendations and provide exceptional experience for guests Assisted Management Team and rest of service staff in daily planning, preparation, and execution of private dining events for businesses and/or large parties based on banquet event orders (BEOs) Received Level I Sommelier certification after successfully completing Introductory Wine Course in

## **Business Development Representative**

Toopher, Inc.

May, 2013 — October, 2013 (5 months)

Responsible for prospecting, qualifying, and converting leads into new business opportunities at security-based SaaS startup; first employee to hold position after company funded through UT's technology incubator & completion of Series A Established communication with director-level IT managers at financial institutions, ecommerce retailers, and cloud-based service companies; conveyed Toopher's product features & value proposition with respect to each client's security needs Communicated with VP of Sales on a daily basis & directly contributed to development of sales process/strategy; created training materials and served as coach during training period for new employees

## Account Manager

Triple Crown Consulting, LLC

October, 2012 — April, 2013 (6 months)

Established new accounts and maintained relationships with director-level managers at technology/engineering firms; assisted clients in staffing senior-level hardware/software engineers on contract basis for upcoming projects Collaborated with technical recruiters in Texas, Arizona, and California to find qualified candidates for open contracts based on the skills and experience specified by our clients Generated billings of \$675,000 in revenue & \$214,000 in margin on accounts during peer average of \$415,000 revenue & \$91,000 margin

## Inside Sales Representative

Dell Inc.

January, 2011 — September, 2012 (1 year 8 months)

Sold computer hardware/software in Dell's CSMB department; utilized both inbound and outbound leads to prospect, qualify, and close opportunities with both small businesses & individuals Managed average monthly quota of \$150,000 revenue & \$25,000 margin; produced 115% quota attainment in FY12 vs department average of 90% Ranked in top-10% of all sales representatives in CSMB department on overall metric performance for FY12; also ranked in top-5% on policy/quality assurance audits in FY12

## EDUCATION

### Red McComb's School of Business

Certification in Business Foundations ,

### The University of Texas at Austin

Bachelor of Arts , Economics

August, 2007 — December, 2010

Degree date: 2010

Relevant Coursework: Finance, Marketing, Management, Accounting, Business Law, International Business, MIS, Money & Banking, Industrial Organization, Economic Statistics, Calculus (I-III), Spanish (I-IV)

Last updated on 2017-03-27