

Michael Barksdale

Senior Director of Business Development

New York, NY 10001

michaelbarksdale6_csx@indeedemail.com

(862) 201-6171

Outstanding business professional with a seasoned sales record, managing sales departments with innovative sales training through coaching techniques and mentoring..

#readytowork

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Senior Director of Business Development

Private Jet Services - New York, NY

2019 to Present

Increase company revenue by delivering net new clients against quota.

Maintain existing accounts.

Increase awareness and educate the marketplace on PJS value propositions.

Call on new potential accounts, set client visits, educate and inform third party resellers on PJS products and services – Jet Membership, Total Flight Management (TFM), Corporate Shuttle, VIP and commercial configured airliners, executive jets.

Identify new markets for Corporate Shuttles - M&A, Dropped commercial flight options, etc.

Discover and cultivate new qualified sales prospects.

Convert pre-qualified leads in several databases to new clients.

Create proposals, quotes, bids and provide information to ultimately win and attain trip contracts.

Represent the company at trades hows; follow up on new sales leads generated from the same.

Escort new accounts sold on flights when appropriate.

121 Vendor relationship-building – to include onsite visits

Host demonstrations of flights and plane visits for qualified clients.

Mentor and Develop Business Development Reps .

Business Development Representative

Staples Business Advantage - New York, NY

2017 to 2019

Hunting new business daily, focusing on corporate accounts. Prospecting through aggressive marketing strategies with in-person prospecting and telemarketing. Set up presentations for office solutions and copy management. Outstanding sales record cross selling all Staple product and service maintenance.

District Sales Manager

SLEEPY'S - Brooklyn, NY

2013 to 2017

Analyzed district sales margins to increase and maximize sales. Maintained mixed inventory levels in all store region. Setup store according to corporate guidelines, recruit and trained associates, managers. Processed all payroll for region and cash control, conducted store audits and monitored inventory shrinkage.

Director of Business Development

ATLANTIC COAST MEDIA GROUP, LLC - Jersey City, NJ
2004 to 2013

Acted as a liaison between corporate office, clients, and outsourced managers, supervisors audits and monitor inventory shrinkage. Administered performance management by diagnosing improvement opportunities, providing effective feedback, coaching, training, professional development and corrective action plans. Reviewed call center statistics to measure staff performance and the need for improvement. Coordinate the interviewing, hiring and training of over one hundred customer service sales representatives.

Education

Bachelor's in Marketing

Virginia State University - Petersburg, VA

Skills

- Sales
- Account Management
- Inventory Management
- Powerpoint
- Senior Management skills. (6 years)
- Business Development
- Sales Management
- Performance Management
- Proposal Writing
- Telemarketing
- Recruiting
- Presentation Skills

Certifications and Licenses

Licensed Notary Public

Assessments

Sales: Influence & Negotiation — Highly Proficient

April 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: https://share.indeedassessments.com/share_to_profile/ad75c01b698d64f651379e0f81c00da4eed53dc074545cb7

Customer Focus & Orientation — Highly Proficient

March 2020

Responding to customer situations with sensitivity.

Full results: https://share.indeedassessments.com/share_to_profile/dd704bdf8fbe7ee1ae5091757eb94652eed53dc074545cb7

Verbal Communication — Proficient

March 2020

Speaking clearly, correctly, and concisely.

Full results: https://share.indeedassessments.com/share_to_profile/85e9da62e8e8203aec1e83c61649ae9ceed53dc074545cb7

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.