

SKILLS

- Interpersonal communication skills
- Strategic planning and execution
- Client/customer relations and retention
- Proficient with Microsoft Word, PowerPoints, and Excel
- Contract negotiation
- Organized and detail oriented

EDUCATION

Sep 2011- Johnson & Wales University -  
Nov 2014 Providence, Rhode Island

**Bachelor of Science**  
Sports Entertainment/  
Event Management,  
Entrepreneurship

ACHIEVEMENTS


By Appointment Only

- 2x Time Team MVP
- Client Satisfaction Award 2018
- Assisted in IT Storage Infrastructure sale to The White House's IT Department 2018
- Completed Software Storage sale to Caesars Entertainment Corporation 2018


Rhode Island School of Bartending

- Mixology & Bar Management Certification/License
- TIPS Certification

TROY MILLER

 **Location**  
New York, NY

 **Email**  
Troy.miller540@gmail.com

 **Mobile**  
(203)-285-0687

PROFILE

Experienced Sales Representative looking to join an innovative company with an opportunity to grow. Possesses an excellent business acumen and proven history of driving technical sales and revenue growth. Outstanding interpersonal skills with the natural ability to build key relationships through communication, customer service, and negotiation. Successfully demonstrated the ability to create business opportunities and close sales in fast-paced environments with tight deadlines.

PROFESSIONAL EXPERIENCE

**Acquisition Officer** July 2018 - Jan 2020  
Fortunate Chaps LLC, Jersey City, NJ

- Oversee performance and activities associated with acquisitions.
- Network & build relationships with Investors, Realtors, Lawyers, Lenders, and other relevant parties.
- Instituted advanced software solutions to increase business processes.
- Implemented brand and demand strategies to meet revenue targets for business services and products to increase revenue by 50%.
- Increased company budget by 100% through negotiation with external resources.

**Executive Inside Sales Representative** July 2016 - Dec 2018  
By Appointment Only, Norwood, MA

- Promoted to Executive Inside Sales Representative in 10 months by achieving 150% of goal metrics for consecutive months.
- Reach out to C-level IT executives, via cold calling, and set up qualified meetings for Account Executives across several industries/verticals.
- Use CRM tools to identify potential prospects and add contacts to BAO's company database. Make 180-225 cold-calls per day.
- Manage 10-15 different campaigns, territories, and Account Executives.
- Required to become knowledgeable in a variety of solutions; that include IT hardware/software, BI Analytics, HR, and Finance solutions.

**Account Manager** Jan 2016 - July 2016  
Island Consulting, Inc, Providence, RI

- Represented Verizon FiOS to create B2C and B2B sales.
- Manage assigned territory in Rhode Island.
- Responsible for generating sales to meet/exceed quota by more than 100%.
- Motivated team members to meet and exceed sales targets.
- Tracked sales data to assess trends and make proactive strategy changes to achieve 125% percent of goal.

*References available upon request*