

Rawley Douglas

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Customer-centric sales leader with more than 20 years' success achieving and exceeding software sales revenue and goals. Expertise building field sales pipelines, developing business sales from product development and sourcing to delivery. A perceptive, influential leader with acute business acumen and expertise in building and leading high-performance teams to stimulate transformational change, innovation, and value creation. Articulate communicator, adept at cultivating excellent long-term relationships with clients, maintaining ongoing interactions and facilitating solutions to address concerns. Technology proficiency: Salesforce, SalesLogix, RingCentral, GoToMeeting, Zoom, Connect & Sell, Oracle Apps, Intelligent Video Surveillance (IVS) Video Analytics, SAP.

EXPERIENCE

June 2019 - April 2020

Business Development Manager - Sales Development Specialist, Nyotron, Santa Clara

- Achieved and surpassed meeting based quota Q3 2019 – Q1 2020
- Collaborate with assigned Director of Sales to develop go-to-market strategy and build the sales pipeline
- Communicate with prospects via cold calls, emails & LinkedIn to develop an interest in Nyotron software
- Conduct administrative duties within Salesforce.com
- Instill best practices of Cybersecurity and how to effectively communicate with C-level Executives to identify new and emerging business. To build effective relationships with potential clients and existing customers, by use of appropriate questioning.

February 2019 - May 2019

Sales Development Specialist, View / Dynamic Glass Milpitas. CA

- Thoroughly qualify project leads, and command distribution and transition of opportunities to field sales reps.
- Identify new and renewal opportunities within the current account base and qualified leads.
- Collaborate with the marketing team for the optimization and execution of lead generation campaigns with sales.
- Educate prospects in understanding View technology and solutions as well as where it aligns with their projects.

January 2011 to October 2018

Inside Sales Manager, HID Global (previously Quantum Secure) • San Jose. CA

Managed day-to-day sales operations as the first hire for inside sales. Built quality relationships with key accounts. Experienced on techniques to qualify, handle objections, identify pain/gain, and develop a sense of urgency to solve customer challenges. Spearheaded lead generation and business development, designing and developing lead forms, questionnaires, and email templates and tracking results using Excel spreadsheets.

Key Accomplishments:

- Built and managed sales pipeline, holding periodic pipeline reviews to qualify leads and ensure product matches to prospect security challenges.
- Managed key sales accounts, serving as primary customer contact and supporting 10 directors of sales in North America.
- Sourced and developed accounts, growing pipeline revenue to \$9 m from 2013 to 2018.
- Drove sales growth by facilitating the end-to-end sales process and suggesting and implementing improvements as needed.

Key Account Wins:

Canadian Natural Resources, Massport Boston, Dallas Love Field Airport, Intermountain Healthcare, Rush University Medical Center, Memphis Light & Gas, UL, Tyler Perry Studios. Stornoway Diamonds Corporation, Atrium Health, formerly Carolinas HealthCare System

2006 to 2010**Corporate Sales Representative Autonomy - Interwoven, Inc. San Jose. CA**

Sold enterprise information management solution to corporate buyers, earning "Salesperson of the Year" award in 2008. Achieved President's Club status in 2007 and 2008.

- Consistently exceeded corporate sales and lead generation goals, achieving 173% of sales lead generation quota (36 per quarter) from Q1 2006 to Q3 2010.
- Built and maintained relationships with customers, influence long-term strategic direction, acting as trusted advisor; results equaled \$2.5m in pipeline growth.
- Teamed with two outside account executives to cold call and qualify new business opportunities.

Key Accounts: Michelin, Wyndam International Resorts, Delta, Southwest Airlines, Lowe's, Humana

Additional Experience

Google Corporation, Contractor/Recruiter & Candidate Developer, Mountain View, CA

Recruited and mentored new-hire software engineers; generated 60-75 outbound recruiting calls per day.

EDUCATION

Bachelor of Arts, Broadcasting Communication, California State University, Chico, CA

Associate of Arts, Telecommunications, Butte Community College, Oroville, CA

TRAINING AND DEVELOPMENT

- Value Selling - Visualize Inc.
- "How to Work with People" seminar, Professional Business Writing
- Profession Telephone Skills Seminar
- Sandler Sales Institute Training

SKILLS

- Sales Strategies
- Key Account Development
- Enterprise Software
- Business Development
- Lead Generation
- Website Optimization
- Social Media Marketing
- Team Development