

DANIEL GALKIN

Business Development Executive



Sales and Marketing professional with decades of experience in Telecommunications, Managed Services and Logistics. Extensive knowledge of complex sales of multiple products to achieve client solution. Proficient in generating client needs analysis and proposing solutions to meet needs. Over 30 years' successful experience selling to C level executives

301-502-5232

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CERTIFICATIONS

Miller Heiman Technical Sales
Cisco Sales Expert
Intelisys University SD-wan Sales
Intelisys University Managed Security Sales

University of Maryland

08/1979 – 05/1981

Work toward BS Economics

OMC Consultants President

April 2001–Present

Direct sales of Network Services, Dedicated Internet Access Unified Communications Software as a service, Managed Services, SD-Wan, to small and Mid-Sized Businesses

Mid-Atlantic Home Delivery Managing Director

March 2017–March 2018

Built Startup home delivery company from zero to over \$2.5 million in revenue in one year. Primary responsibility was business development.

Falcon Express Transportation Senior Account Manager

February 2014–March 2017

Responsible for sales of new division. Direct sales to Third Party Logistics Companies. Became primary carrier for FedEx next day, Estes Forwarding Worldwide and Seko Logistics among others. Sales results of over \$200,000 monthly revenue.

Qwest Major Account Manager

April 2007–April 2009

Direct Sales of Telecommunications Services to Regional Enterprise Clients. Exceeded monthly quota as well as moving Total Billed revenue

Teligent Vice President

April 1999–April 2001

Direct sales of Telecommunications Services in Washington Dc metropolitan area. Responsible for 50% of sales in the DC market for entire company in 1999 and 2000. President's club 1999, Chairman's Club 2001

DIRECT SALES OF TELECOMMUNICATIONS SERVICES TO SMALL -MIDSIZE BUSINESSES AS WELL AS REGIONAL ENTERPRISE CLIENTS.

Skills:

- Communication Skills
- Proposal Generation
- Direct Sales
- Sales Forecast Experience
- CRM Experience
- Leadership
- Lead Generation