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**EDUCATION**

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**B.A Business & Economics, 2008-2012**

Ursinus College Collegeville, PA.

- Member of Omicron Delta Epsilon: International Honor Society in Economics

**Study Abroad- Australia, Spring 2011**

University of Sydney Sydney, NSW

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**PROFESSIONAL EXPERIENCE**

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**Apidel Technologies | Fairfax, VA**

(11/15-10/19)

*Director, Business Development, National Accounts, USA*

- Transitioned to lead hunter and director, overseeing recruitment team, new business development, and metrics for new healthcare division, including business plan writing and project management as needed to guide internal senior leadership through each sales initiative. Industry focus in Technology, Manufacturing, and Healthcare.
- Managing 2 Recruiting Managers who managed teams of 8 and 11 people. Horizontal collaboration with recruiting managers of other staffing divisions. Helped advance innovative solutions in healthcare and technology through channel partnerships, creating co-branding relationships to expedite traction into enterprise accounts.
- Hunter, high volume cold-calling, emailing, and networking attendance to build leads and strong book of business in first 2-3 years. Transitioned each new client to inside sales account managers to continue to connect with new companies as the sole sales hunter for Apidel Technologies on the east coast.
- Promoted to Director of Business Development in September 2017, overseeing resources delivering end-to-end projects with fortune 500 clients, as well as contractors at each client location.
- Average mark ups of 70% in commercial IT, 72% in healthcare services, 45% in local and state government.
- Spread average of \$29 per hour across all healthcare contract roles.
- Engage C-Level Executives as the face of Apidel on the east coast, building friendships, wine and dine, 70% out of office work in year 2.
- More than doubled 2016 GP goal of \$1,000,000. Exceeded 2017 goal of \$1,500,000 in GP.
- Building and expanding MSP relationships based in Northeastern PA, including Maryland and California, through referrals and cold-leads. 10% overnight travel.
- Ability to recognize problems while prospecting, engage in deeper discussions with high level executives, and lead them through the decision-making process to the close of the sale.

**Delta-T Group | Bryn Mawr, PA**

(10/12-10/15)

*Business Development Manager, Delta-T Group*

- Generated new business relationships in education, skilled nursing, rehabilitation, and long-term acute healthcare markets – in unestablished and established territories. Grew business with managers and executive directors of mid-sized accounts.
- Able to consult leaders in education about following the funnels of money coming in to education to help them understand upcoming challenges and opportunities. Complex sales cycle.
- Aided in high performance level accounts being on-boarded by assisting with document preparation, arranging systematic recruiting methods, and preparing sales representatives with solutions to deliver to clients.
- Executed projects independently, as well as managing short term projects with affiliate sales teams. Staying up-to-date on market evolutions and assisting in training and onboarding new hires in outside sales.

*Account Manager, Kaleidoscope Education Solutions-EDU*

- Transitioned into a role of greater responsibility for the specialized allied healthcare affiliate of Delta-T Group, where responsibility was to grow the KES business as the sole outside sales representative. (Previously was an inside sales representative and appointment setter for outside sales reps and closers.)
- \$340,000 in revenue generated from 1 out of several accounts onboarded in first 5 months of sales activity.
- Developed and executed the Office Business Plan for assigned territories. Advised healthcare staffing solutions to deliver positive ROI.
- Increased the fill-rate of open job orders by 60% in less than 2 months. Exceeded sales goals by over 20%.

**\*Other Work Experience:** eLeadCorp – Senior Business Development Representative 2012-2013, Tibiri Energy Group – Field Researcher Winter 2017, Field Representative & Phone Caller – PA Senatorial Race 2015-2016, America Rising – Tracker 2015-2016, Campaign Support Organizer – PA Treasurer 2016, eLeadCorp – Managed Services Business Development Representative 2012, Ursinus College – Student Career Services Assistant 2009-2012, Ursinus College –Econometrics & Economics Tutor 2010-2012, Wesley Institute – Risk Management Intern Spring 2011, DaVita Inc – Customer Service Summer 2010, CAMI Education –Telecommunications Rep Summer 2011, America Reads –Tutor 2008-2010, Ursinus College –Phonathon Caller 2008-2011.

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**RELEVANT SKILLS**

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**Computer** Microsoft Office Suite: Advanced Word, Excel, Outlook. Salesforce, Various CRM Databases, SEO, SPSS