

Jim Yenser

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Professional Summary

Experienced Business Development, Sales Professional and Manager: A dynamic and accomplished professional with a diverse background in corporate finance, broker dealers, capital markets, private placements, logistics, compliance, and regenerative medicine. Demonstrated success in hedge funds with a relentless drive for goal achievements, a passion for excellence with an MBA in Entrepreneurship. Proactive and motivational leader skilled in building high-performance teams and developing innovative problem-solving strategies, skilled in both B2B and B2C sales management willing to tackle challenges.

Areas of Expertise: Account Management- Direct Sales- Business to Business (B2B)- Sales Management- Business Development,

Hedge Fund Operations, Financial Analysis, Compliance Management, Risk and Compliance, Financial Reporting

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Regional Sales Manager

Infinetronex, LLC-Parsippany-Troy Hills, NJ

July 2020 to Present

- Successfully manage a sales team of four Account Executives, achieving exceptional results, main driver that created a \$50 million increase in the parent company's market capitalization in one year
- Led team that entered dominated markets gaining a 31% market share increase in our second year and collaborated with cross functional teams, including marketing and product development, to drive sales growth
- Exceeded regional sales targets and quotas with daily metrics of 80 outbound calls per day and client meetings and conducted regular sales while demonstrating groundbreaking leadership techniques providing training and coaching
- Achieve historic and notable successes while operating as a stealth startup to grow our partner's registered tissue bank Lab through IND studies and the advancement of direct sales to doctors to accelerate drug development research
- Provided exclusive access to experimental biologics, including exosomes, stem cells, and Wharton's jelly, advancing the lab to Phase 2 clinical trials under FDA Section 351 for minimally manipulated products

Business Development Specialist

SB One Insurance (Provident Bank)-Augusta, NJ

December 2019 to July 2020

- Identified and pursued new business opportunities to expand customer base and increase revenue; built and maintained relationships with key clients, including businesses and institutional investors
- Went from 100% customer facing to only phone meetings during COVID; cold calls through iWin Wedge System for B2B

Account Executive

UPS-Parsippany-Troy Hills, NJ

March 2016 to January 2020

- Recognized at the top of the organization in sales performance with achievements such as, Circle of Champions 4th quarter

2019, Top Sales Quota Award 2018, Top Performer Award in 2018

- Performed 330+% above new business development pull through plan in 2018 and 350% in 2017, Overall metric performance blend 252% in 2018. Promoted 3 times in 5+ years

- Extraordinary negotiator utilizing the application of business and industry knowledge combined with insight to analyze and evaluate a business' needs, fostering new ideas and projects that impact businesses bottom lines. Created sticky relationships with shippers through a genuine interest in their business while tackling and managing internal operational errors to satisfy customer needs

- Analyzed and provided recommendations based on supply chain and logistics knowledge of the flow of materials, information, and finances that involved the manufacturing and distributing products across industries

- Worked closely with UPS partners, UPS Capital, Solutions, Marketing, Freight, SCS, FSG, i-parcel, Upper Management,

Operations, and others to form an understanding of the client's business while implementing strategies to meet their needs and goals

Inside Sales

UPS-Greenville, SC

March 2016 to December 2016

- Shifted a 39% increase in new business from competitors and was awarded a promotion after 8 months
- Planned and conducted sales calls to address customer needs while positioning UPS products and services

- Positioned UPS as a strategic partner by building relationships and aligning with the customer's overall business goals exceeding all metrics

- Demonstrated knowledge of client's business model and operating structure, then applied tailored logistic sales solutions to fit that company's overall business plan; developed appropriate selling and pricing strategies, while increasing sales within assigned market

Preload Supervisor

UPS-Parsippany-Troy Hills, NJ

August 2014 to March 2016

- Executed and modified plans through forecasting and being an omnipresent hands-on management
- Promoted talent, trained a successor and earned recognition as the number one Supervisor in the District for Safety while increasing individual production by 50% on the Twilight shift

Hedge Fund Vice President, Sales Analyst

Hain Capital Group, LLC-Rutherford, NJ

January 2011 to December 2011

- Invested 33% of cash assets into distressed debt opportunities and an additional \$50 million in brokered trades for the

MadoffCase, purchased and brokered \$75 million in claims in the largest case in history involving Lehman Brothers

Hedge Fund Vice President, Senior Financial Analyst and Portfolio Manager

Liquidity Solutions, Inc.

January 1999 to December 2010

- Managed and negotiated 1000's of complex buy-side trades and contracts, contributing to consistent returns over 40%; significantly increased firm assets under management (AUM) by 100x

- Managed a portfolio of Alternative Investments in global insolvency proceedings, analyzed over 250 insolvency proceedings, including Nortel Networks, Circuit City, General Growth Properties, Enron, and W.R. Grace.
- Trained traders and consistently achieved the highest annualized cash-on-cash returns of all PM's., Employed comprehensive financial analysis to formulate going concern and liquidation valuations.

Regional Sale Manager

Specialized Experience with Hedge Funds

Education

Entrepreneurship (Master of Business Administration)

Strayer University-Piscataway, NJ

January 2023 to December 2023

Marketing & Branding, Leadership, & Digital Entrepreneurship

Certifications: Strayer University

Pace University-New York, NY

Business Administration (Bachelor of Science)

Seton Hall University-South Orange, NJ

Skills

- Sales automation technologies
- Telemarketing
- Social selling
- Competitive analysis
- Account Management- Direct Sales- Business to Business (B2B)- Sales Management- Business Development
- Compliance Management
- Data analytics technologies
- Proposal writing
- Prospecting metrics analysis
- Client relationship development
- Consultative selling
- Windows
- Social media management
- Product presentation
- Time management
- Training & development
- Direct selling
- Product demos
- Enterprise sales

- Long term care
- University
- Field sales
- Project management methodology
- IaaS
- Post-sales client support
- Global sales
- Senior leadership
- Wholesale sales environment
- Microsoft Powerpoint
- Mentoring
- Sales pipeline management
- Home health
- Sales data analysis
- SharePoint
- Supervising experience
- Customer interaction metrics
- Retention metrics analysis
- B2B sales
- Closing sales leads - Average sales lead-to-close time (Less than 1 month)
- Client services
- Customer needs analysis
- Valuation
- Solution selling approach
- Financial services (10+ years)
- Communication skills (10+ years)
- Account management (10+ years)
- Sales incentive & commission planning
- Work ethic
- Sales revenue Forecasting
- Microsoft Office (10+ years)
- Public speaking
- Outside sales
- Recruiting
- Multichannel marketing
- Sales intelligence tools
- Productivity software
- Sales - Sales experience (More than 20 years) (10+ years)
- Sales experience within finance
- CRM system proficiency

- Networking event prospecting
- Value-based selling
- Google Docs
- Territory management
- Microsoft Excel (10+ years)
- Teaching
- Sales lead qualification
- Working in large corporations
- 3PL
- Sales management (10+ years)
- Pipeline metrics analysis
- Strategic territory metrics
- Creativity
- Sales experience within tech
- Specialty pharmaceuticals (pharmaceutical sales)
- Project management
- SQL
- Lead generation activity metrics tracking
- Revenue targets
- Leadership
- Working with medium-sized companies
- Home & community care
- Experience in startups
- Achieving large sales - Largest sale achieved (More than \$500,000)
- Large sales teams managed
- Presentation software
- Revenue Metrics (lead generation initiatives)
- Direct sales
- Closing sales
- HR consulting
- Sales strategy
- Email outreach prospecting
- Filing
- Underwriting
- PaaS
- Direct mail
- QuickBooks
- Sales experience within healthcare
- Relationship management
- P&L Management

- Paralegal experience
- Biotechnology
- Data analysis skills
- B2B marketing
- Sales experience within transportation industry
- Marketing
- Experience in small businesses (as technical sales engineer)
- Customer feedback analysis
- Microsoft Word
- Digital marketing
- Sales negotiation
- Relationship building
- Budgeting
- Deal-based sales targets
- Cross-selling
- Negotiation
- Sales presentations
- Sales referrals
- Inbound selling
- Administrative experience
- New customer acquisition - Increase in new customer acquisition (More than 75%)
- Accounting
- Loan processing
- NetSuite CRM
- Upselling
- Sales territory planning
- Customer support
- Microsoft Access
- Credit analysis (10+ years)
- Sales analysis
- Professional networking
- Social media engagement for prospecting
- Industrial manufacturing sales experience
- Technical sales
- Financial Reporting
- Manufacturing
- Interpersonal skills
- Software sales
- Pharmaceutical sales
- Customer acquisition (10+ years)

- E-commerce
- Presentation skills
- LMS
- Salesforce
- Computer hardware
- Team management
- Market share
- Revenue target achievement
- Hedge Fund Operations
- Managing financial planning clients (3 years)
- Risk and Compliance
- Sales needs analysis
- Sales proposal development
- Lead generation performance metrics
- Client communication
- Sales training
- Large sales teams managed (1-2 teams)
- Units sold
- Sales budget management
- Continuous improvement
- Experience in non-profits
- Stakeholder management
- Databases
- Prospecting
- Training delivery
- Nutrition
- Conflict management
- Analysis skills
- Profit & loss
- CRM software
- Needs-based selling
- Technology sales
- Cold calling
- Relationship selling
- Retention targets
- Performance management
- Customer-centric metrics analysis
- Inside sales
- Outbound sales
- Human resources

- Technical Proficiency
- Sales reporting
- Sales experience within manufacturing
- Lead generation
- Volume targets
- Sales follow-up
- Product development
- Financial Analysis
- Hospitality
- Pricing
- Forecasting
- Organizational skills (10+ years)
- IT
- Profit margin target achievement
- Customer acquisition targets
- Sales team management - Largest sales team managed (More than 20 team members)
- Order management system
- Managing sales clients - Largest number of sales clients managed (More than 300 clients)
- Corporate sales environment
- Business development
- Dealership experience
- Customer service
- Driving
- Computer skills
- Microsoft Outlook

Links

www.linkedin.com/in/jimyenzner

Certifications and Licenses

Driver's License

Hazmat Endorsement

Series 6