

Kevin Dant

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WORK HISTORY

Corporate Sales, General Steel Corporation 09/16-Present

Sales of General Steel buildings to corporations, organizations and individuals.
Focus on large complex projects with multiple buildings and delivering on timelines.
Expert at helping projects move from conceptual to delivered projects.
Experienced in assisting customers through all facets and details.

- Top sales person nationally in units December 2016
- Top sales nationally in dollars February 2017

National Sales Manager, The Employers Edge 10/15 – 09/16

Sales of Organizational Development programs to Corporations
Sell development programs to medium and large organizations that improve their communication, productivity, accountability, and their ability to manage conflict. Process is driven by a reliable, normative assessment of character traits, then customizing training to specific strengths and weaknesses at the individual and team level.

- Spearheaded website relaunch and marketing program
- Sold out 4 seminar sessions that lead to new sales
- Created social media marketing programs
- Created email marketing campaigns
- Created new recurring sales revenue of over \$70k/annually

Licensed Plan Specialist, Optum, 8/13-10/15

Sales of Kaiser Permanente health insurance to individuals and families.
Sales to individuals in their ten state footprint.

- Licensed in CO, CA, WA, OR, HI, GA, VA, MD, and Washington D.C
- Educate and coach individuals through the Affordable Care Act Marketplaces
- Detail account capture in CRM for database building
- Mentor and Coach peers as a Subject Matter Expert
- Certified Optum Trainer
- Optum Brand Ambassador

Account Executive, WorldPay, 08/12-04/13

Sales of credit card programs and services to small to medium sized

businesses in the Colorado market.

- Self source leads for pipeline development
- Develop strategies to develop referral partners from customers and fellow professionals
- Exceeded gross margin goals of \$500/mo.
- Exceeded new account growth goals of 5 new per month.

Performance Marketing Sales, 08/10-09/11

Sales of performance marketing services to advertisers and delivery networks.

- Enrolled 12 new clients to the platform
- Developed, enrolled and fulfilled national affiliate program
- Achieved sales of \$30,000 in annualized sales volume
- Educated and created programs for 4 new clients to the performance marketing arena

E-Commerce Sales Executive, Melco Embroidery Systems, 04/08-10/09

Sold Melco's unique version of their website based ecommerce suite of software to existing businesses in the custom decoration, advertising specialty, and sports industries.

Prospecting, introducing the product, initiating, demonstrating product through webinars and examples, and closing sales.

Once converted to a customer we instructed, coached and educated accounts on eMarketing techniques and strategies including organic and SEO information. Additionally responsible for training of existing manufacturing equipment sales force and uncovering enterprise level sales opportunities for custom programming solutions.

- Built sales volume from 7 paying customers when I began to over 40 customers
- Grew sales volume to \$250k in 1 year
- Maintained 125% of quotas

Premise Sales Representative, Dex Media, 04/06-04/08

Sold Dex Media's advertising programs to small and medium sized businesses in the Denver Metropolitan area. The products included print directory advertising, online directory advertising and search engine marketing and optimization with Google and Yahoo.

- Consistent Top % performer in new business Sales
- Achieved 10% growth on \$1.2m book of business in print directories
- Achieved 8% growth in online book of \$450k

Regional Sales Manager, ClickData, 08/05-04/06

Sold ClickData's suite of direct marketing products to brokers, dealers, and end users. Products consisted of public record data, database hygiene and enhancement, and website development.

- Quota responsibility of \$1,326,000 per year.

- Achieved a growth rate of 5.5% above monthly quota in a region that was trending at -32% prior to my employment.
- Sales success through new product presentation to existing customers and development of new prospects, and gaining the trust of my customers through professional expertise.

Direct Marketing Consultant, Dex Direct Marketing, 09/03-08/05

Sold Dex Direct Marketing products to businesses on a national basis. Products consist of direct marketing lists and print programs designed for business and consumer marketing purposes. Our sales prospecting process included cold calls, referrals from existing customers, and warm leads generated by Yellow Page activity.

- #1 performer in Division for 3 years
- Achieved sales of over 20% above quota of \$1m annually
- Mentored incoming new hires on best practices for go to market strategies

Bank Agent, Electronic Payment Systems, 12/02-08/03

I began with the company as an outside sales person whose duties included cold calling, qualifying, appointment setting, closing, collections, and installation of merchant services to business owners. Particular emphasis placed on closing at the first appointment due to the competitive nature of industry, and margin retention.

- Achieved monthly installation rate of 30 new customers
- Grew sales volume to \$240k per month
- Hired, trained, and managed 18 person appointment setting phone room.

Account Executive Business Sales, Verizon Wireless, 05/01-12/02

Sold wireless voice and data services to business accounts in the Denver area. Duties included prospecting, development, follow up, follow through and retention of businesses of all sizes. Achieved monthly quotas in new activations through aggressive prospecting of new accounts, and staying connected to existing accounts to grow their business.

Introduced, educated, and implemented emerging wireless data products and to customers. Sales process includes selling to all levels of an organization, beginning with senior management level, and throughout an organization to ensure satisfaction and growth throughout an organization.

- Successfully penetrated key large accounts in Denver region.
- Successfully launched new data products and services in a market where the latest speed upgrades are not yet available.
- Completed extensive corporate training programs on wireless data.
- Regularly achieved in excess of company standards.

Major Accounts Executive, Voicestream Wireless, 07/00-04/01

Responsibilities included developing and penetrating major accounts in the

Denver area with Voicestream's wireless voice and data services. Duties included prospecting, development, follow up, and follow through on a named list of major accounts in Denver.

- Achieved monthly quotas in sales, cold calls, telemarketing, and follow-up telemarketing.
- Penetrated and grew the major account list from a beginning point of 0 to all 50 assigned accounts.

*President, K. D. Sales - Independent Sporting Goods Manufacturer's
Sales Representative, 06/94-07/00*

Responsibilities included all phases of sales and brand management of sporting goods in the Rocky Mountain Region. Managed a 3-4 person independent sporting goods sales representative group. Marketed and sold six to ten lines of sporting goods and apparel to a broad base of 400+ customers ranging from large, multi-national accounts, to independents.

- Achieved 1999 sales volume of over \$2.5 million.
- Executed marketing/promotional packages that resulted in sales increases in all lines.
- Created plans for buyers to customize merchandise presentation from national programs, thereby exceeding expectations of customers and increasing sales.
- Initiated contacts and developed long-term relationships with retailers resulting in business growth in all "top-ten" accounts.

EDUCATION

University of Colorado, Boulder, 06/84-05/89
Bachelor of Arts Degree in Economics.