

Hayden Arnold

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SALES & BUSINESS OPERATIONS SPECIALIST

Goal oriented Sales and Operations Specialist seeking to leverage a strong background in high volume outreach, pipeline management, and workflow optimization to drive organizational growth. Aiming to bring a process driven mindset, proven communication skills, and strong team collaboration to a dynamic, growth focused environment.

WORK EXPERIENCE

Gravina's Window Center of Littleton

May. 2026 – Aug. 2026

Inside Sales Representative (Contract)

Littleton, CO

- Brought on for a targeted temporary engagement to build out the inside sales department infrastructure and workflow to support a tenured employee.
- Designed and deployed an online lead sheet and routing system that accelerated client connections with design consultants to increase booking rates by 22%.
- Integrated early stage AI tracking tools to monitor sales reporting and operational KPIs, increasing visibility into performance metrics.

DriveTime

Oct. 2025 – May. 2026

Sales & Operations Advisor / Office Manager

Denver, CO

- Ranked top 3 in the region for sales volume, managing a 25:75 mix of warm inbound leads and cold database outreach.
- Executed full cycle account management and contract lifecycle processes, while balancing a high volume pipeline of inbound and outbound client portfolios to optimize conversion rates.
- Connected field operations with management to align communication and keep daily operations running smoothly.
- Orchestrated daily asset logistics and inventory controls under tight deadlines, streamlining operational workflows to ensure peak facility readiness and seamless deal flow.

More Than Vacuums

Jan. 2024 – Aug. 2025

General Manager / Sales Lead

Englewood, CO

- Promoted from Sales Associate to Store Manager, and ultimately to General Manager based on performance and leadership.
- Maintained top sales producer status while managing corporate deals, vendor agreements, and company orders.
- Directly supervised and scheduled a team of 8 to 10 employees across all daily store operations.
- Drove repair revenue and brought back old clients through structured follow up calls and tech sales.
- Spearheaded end-to-end facility optimization projects, managing resource allocation and logistics to streamline operational workflows and maximize floor efficiency.

GameStop

May. 2022 – Mar. 2023

Sales Lead

Aurora, CO

- Drove retail sales revenue, managed daily customer accounts and trade-ins, and maintained high volume inventory organization.

EDUCATION

Community College of Aurora

Expected Graduation Dec. 2027

A.S. in Computer Science

Aurora, CO

General Assembly

Completed Feb. 2022

Software Engineering Certificate

Denver, CO

SKILLS & TECHNOLOGIES

- **Sales & Account Management:** Full Cycle Sales, B2B Account Management, Pipeline Management, Inbound & Outbound Prospecting, Sales Operations, Lead Database Management, Objection Handling, Contract Execution, Financing Structures.
- **Operations & Leadership:** Multi-Unit Operations, Process Improvement, Cross-Departmental Communication, Team Training & Scheduling, Vendor Relations, Inventory Management, Regulatory Compliance, Visual Merchandising.
- **Technologies:** Salesforce, Microsoft 365, Lead Routing Systems, POS Systems, Inventory Management Software.