

OBJECTIVE: Sales Management -Sales

Obtain a position to develop and build company sales revenue; maximize profitability and growth utilizing my career skills.

Career Experience and Qualifications Summarized:

Direct sales, sales management, sales and product training, Inside sales department infrastructure development, operational management, Recorded sales call monitoring and coaching, P&L, forecasting, planning, budgeting, and growth strategies, Capable of managing, leading and mentoring, inside sales professionals, including managers with strong call center experience. Successful business builder, team leader, complete with organizational, communication, interpersonal and entrepreneurial skills.

Trained in consultative needs/benefit selling with major account development in commercial and government markets to Ability to negotiate and close complex business contracts using excellent verbal, written and presentation skills
Designed and executed profitable sales programs for small business markets for both internal and external sales teams.

CAREER SUMMARY:

Microtech-Tel, DBA; NewCloud Networks, Englewood CO Inside Sales Manager 2013 – 2013

IaaS Inside Sales Manager (IaaS Sales and Product Training / IaaS Business Development Strategy)
Hired to create a new IaaS 30 person inside sales department for **Microtech-Tel**, a Denver based cloud services provider. This entrepreneurial consultative position utilized many of my career skills to develop and define the inside sales team's IaaS marketing and sales approach. Established, trained, instituted and managed departmental infrastructure utilizing Connectwise CRM and VMware sales and technology training to engage in outbound sales calls to MSP companies first then to direct end user clients.

IBM, Boulder CO. (Kelly Services) Inside remote IT Support Desk Rep 2012 – 2013

IT Support Desk Rep. for Morgan Stanley Wealth Management Financial Advisors
This high security 24x7 support function assists Financial Advisors from around the world. In-depth background investigation was required to be accepted and meet the stringent SEC security requirements for this position. PC computer technical ability and troubleshooting skills along with Microsoft Office Suite experience necessary to quickly engage users in resolution of their technical assistance needs. Trained in the Morgan Stanley system functionality, I used customer service skills and people soft skills to meet the demands of these "Type A" personality Financial Advisors.

Agility Recovery, Broomfield CO. Inside Sales 2011 – 2012

Product - Workspace Recovery, Business Continuity Services
My time at Agility Recovery included hunter telephone sales through research on prospects via internet, cold calls. The daily activities were designed to scheduled presentations with C Level Executives and IT Directors and their team concerning operational continuity in the event of a business disruption. Focus was directed to Agility's experience in assisting businesses impacted by regional weather disasters. Significant number of new prospects added to the CRM package Sales Force. Conceptual sales process with an indeterminately defined sales cycle.

Sales Partnerships Inc., Broomfield CO Inside Sales / Sales and Project Management 2008 - 2010

Initial responsibility was inside sales in a call center. Within a short time, I was promoted to Team Lead, then Project Manager. The projects revolved around Disaster Recovery & Business Continuity solutions. Through a direct telephone Sales approach my objective was to recruit MSP owners to partner with and sell Zenith InfoTech BDR equipment. Once that projected added about 300 MSPs the project changed to Direct Telephone sales to end clients who would use the BDR products. Our direct sales target was Small and Midsized Business end clients. As the team lead, I assisted in evaluating and recruiting team members developed and conducted product sales training, developed and managed sales teams and sales processes, including management of SalesNet CRM database. Tasks included in managing telesales reps included, desk side observation, coaching, scripting, statistics review and second voice closes. Valuable skill included experience in long and short sale cycles with products priced from commodity prices to \$100,000.00

CAREER SUMMARY: continued

NuBilt Restoration & Construction, Aurora CO Business Development and Marketing 2008

This construction and restoration company hired me for a consultative business development and marketing position. My responsibilities included relationship building with insurance company adjusters to obtain favor and business while contracting with end clients to repair damages caused by insurance covered claims. Work examples included building destruction caused by weather, fire, floods, etc. Direct response to business development and markets efforts resulted in increased new revenue of \$1 million in sales first half of 2008. In addition my influence and experience help improve and establish company marketing efforts, web site, and collateral creation. My creative ideas lead to the creation of a new Service Mark/Trade Mark

I was involved with unique marketing strategy while assisting Windsor Colorado residents secure their property from further damage after the tornado went through the town and caused significant damage to the town's residents.

George S May Company, Chicago IL Business Analyst / Consulting Services Project Sales 2007

The position required 100% travel throughout the U.S. analyzing SMBs finding critical issues that needed to be resolved for the continued operational success of the business. I consulted with all parties involved in the day to day operations determining the changes or improvements that should be put in place. I sold management consulting services to the small and midsized businesses that were performed by a consulting team. As a skilled negotiator my meetings are resulting in 80 percent close ratio and \$390,000 consulting revenue in 4 months. This conceptual product presentation used "one time close" techniques for market penetration.

Small Business Consultant, Aurora CO Business Turn-Around and Sale Project 2006 - 2007

A business owner hired me to run their business while they were on a 3 month holiday. After a brief one day introduction to their business, I became responsible for all activities necessary to run the business. I used entrepreneurial and operational efficiency skills to streamline business processes and responsiveness to the customer base. Proven ability to develop and build a company, or division, and an effective "Turn Around" specialist. I maintained complete financial management including P&L, Budgeting, A/P, A/R, Inventory control, Procurement, Credit Lines. During the 3 month time period, the owner decided to sell the business. I located potential buyers and helped complete the sale, upon the business owners return.

MassageUSA Inc., Centennial CO President/CEO (Owner/Founder) 2003 - 2006

I created completed business development from concept to launch, and initial operational stages. This unique concept provides services to both clients and industry professionals. I sat on the Board of local industry educational facilities. As the entrepreneur I met with potential investors, facilitated start-up funding with seed capital and equity investment positions. As the Director of Operations; Established company policies & procedures, office / sales department administration. General HR responsibilities: team building, interviewing, hiring, training, evaluating and firing Responsible for financial management including P&L, Budgeting, A/P, A/R, Inventory control, Procurement, Credit Lines.

Verizon Wireless, Tech. Center CO Business Account Executive (outside sales) 2001 - 2003

Secured \$1.1 million contract revenue for Verizon Wireless, revenue targets often exceeded
Maintained 80% to 131% of monthly sales unit quotas with satisfied client referrals
Business to business cellular phone service sales.

PageNet / Arch Wireless, Centennial CO Regional Sales Director 1995 - 2001

Territory Management experience Local, National and Regional
Implemented new product sales generating 420% volume growth
Managed PageNet's branch office in NM from start-up build out, to 420% free cash flow
Performed product demonstrations in company facility, conferences and trade shows
Winner of PageNet's "Achievers Club Award" as the Top "NATIONAL" Branch Manager during the merger of PageNet and Arch Wireless.
My team built out new market, units in service from 0 to 45,000 with annual revenue of \$3.1 million for PageNet Alb.

EDUCATION:

Northern Virginia Community College; Major in Business Management, Finance, and Accounting
Essex Community College; Business Management, Accounting
Central Texas College
Continuing education completed through Professional Seminars and Corporate Training.
Tom Hopkins: Low Profile Selling and Zig Ziglar's: Secrets of Closing the Sale. Strategic Selling
Control Data Institute; Computer Technology Course, Software, & Hardware, Electronics

Proficient user of Microsoft Office Suite, Windows 8

CRM Connectwise, CRM Salesnet, CRM Salesforce

Connectwise Sale Manager Training Completed

VMware sales training completed

ASSOCIATION AFFILIATION:

Social Media - Linked In Groups:

Business Continuity, Disaster Recovery, Risk Management, Technology

Colorado Technology Partners
Colorado Business Leads, Board Member 2004
Greenwood Village Chamber of Commerce
Denver Metro Chamber of Commerce, Leads Group President 2002 -2003
Business Builders Leads group Member
AIIM Government Affairs Committee; Federal Government procurement practices