

TRAVIS KNIEP

B U S I N E S S D E V E L O P M E N T



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PROFILE

I am a seasoned Business Development Manager with a passion for driving expansion and spearheading sales initiatives. My experience managing sales territories, driving multi-million dollar sales growth, and forging business relationships makes me an asset to any company.

SKILLS

- Business Expansion
- Relationship Building
- Account Management
- Project Management
- Resource Management
- Negotiation
- Sales Planning
- Problem Solving
- Construction Knowledge
- Home Healthcare Knowledge
- Understand Technical Information
- Tech-savvy (CRM, Office, Google)

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

Voyager Home Health Care

2020 - Present

- Achieved agency Medicare accreditation (with zero survey deficiencies) and Medicaid certification
- Founded the Parent CNA program and grew to \$600k/month gross revenue as of 3/2024
- Secured 6 private insurance contracts and negotiated rates
- Created and licensed 3 new agencies in CO, AZ and FL
- Expanded business by managing and building relationships with referral sources

OUTSIDE SALES MANAGER

Superior Floor Company

2014 - 2020

- Managed 3 outside sales reps and my personal sales accounts
- Grew sales in my territory from \$200K/yr to \$1.9MM/yr in 5.5 yrs
- Cultivated 140+ sales accounts
- Negotiated large commercial jobs with builders and investors

TERRITORY SALES MANAGER

Old Master Products (Flooring and construction materials)

2009 - 2014

- Increased territory sales from \$900K/yr to over \$1.7MM/yr in 3 yrs
- Managed 90+ sales accounts
- Built relationships with contractors, designers and business owners

EDUCATION

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

Cal Poly Pomona

2007