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Professional Profile/Objective:

I'm highly dedicated and ambitious in developing and closing sales strategies for new business development across the board. 8-10 years of related experience and has performed database and record keeping activities. Able to demonstrate time management, excellent tele-sales skills, and knowledge of a lot of different IT related services and functions. I have managed end to end business relationships, by expanding our footprint with new and existing customers, with or without an outside sales team.

Upon request: *6 letters of performance and recommendation from listed employers

*centrexIT

Business Development Mgr.
12/2016-5/2017

- Cold calls to a wide variety of business: Bio/Pharmaceutical to Engineering firms.
- Average 90-140 calls daily, Project Managers, Executives, Directors and all C-level.
- Chamber events to presentations. Created call list from all sources. Salesforce
- Average opportunity \$2,300.00 mthly to \$5k. 1 yr. contract.
- Team of 3. Reports, training, mentoring.
- Managed IT/GrowIT/ CloudIT/ BuildIT services

Homes.com

7/2015- 6/2016

Account Manager

- Cold calls to Real Estate offices delivering them with an SEO Google platform frontline marketing plan.
- Utilized various search engines to discover new opportunities within a protected territory. Discover additional or up sale opportunities (Northern California/Oregon/Washington)
- Average 190 + calls daily. 2-6 deals per week. Investments ranging from \$35.00-\$1788.00 on a 6 month contract - 1 yr.

*Steren Electronics San Diego

2/2015-5/2015 Part time

New business development/Account Manager

- Engage with between 65-85 customer daily and average 1-2 * new clients daily. Unit average cost \$50.00-\$7500.
- Utilized sales force to create business list from existing and lost accounts, Hoovers, Chamber of Commerce and other sources for new business opportunities.
- Contacting Owners, Buyers and IT personal.

*Hewlett Packard (Colorado Springs)

Sales Solutions Team/ Fraud dept 3/2014- 12/2014 *Contractor

- In/outbound 65-85 contacts. Utilized 7 different HP systems from on-line orders to Verification tools protecting customers and HP reputation for processing flagged orders.
- Building cases with law enforcement, banks and evaluate potential fraud or identity thief from payment complications to rebuilding/resurrecting orders or systems accounts for increasing consumer satisfaction and HP sales.
- Co-ordinate with 4 different departments to ensure outstanding business practices, from personal use to large volume enterprise orders nationwide.

The Yamato Corporation

International Sale Representative 6/2010 - 11/2013 * Contractor

- United States and Canada International sales: Presenting newest processing equipment TSDW inquire that meets USDA regulations and standards. Cold calling new business for development/revenue 60-85 calls daily. Averaging purchase investment: (\$100k-\$580k+.)
- Co-ordination with outside sales and Inside Reps in US/Canada for demo engagements and provided leads in our ADW Corporate division Wisconsin. Data weight Scales. Discover new business opportunities for 3 divisions.
- Channel partnership with communications reports to Japan. Deliver daily status reports, funnel and new business development forecasting.
- Arranged tours with plant executives (USA and Canada) and Yamato CEO to interact.

*The Woodmoor Group

Executive Search Manager 08/2009 - 02/2010 * Downsized due to economy

- Daily average 65-75 outbound.
- Presidential Accommodation "Hot Shot Performance Award "11/09.

Vosky- Action tec

Channel /Partner Business Manager. 10/2008 - 06/2009 * Bankruptcy file

- Strong channel sales of VOIP (Voice over IP) solutions featuring Skype. While delivering 29% growth.
- Consistently engaged with 85-93 new business daily, 3-4 hrs.' talk time. Trained over 45 new VARs (Value Added Resellers) on product and sales plus assisting with their customer base. Via "Go to Meeting" a software platform.
- Established 12 new enterprise accounts Var partnerships.

- "Performance/Revenue Award": Dec 08. Jan 09, Feb 09, Mar 09.

*Hewlett Packard

* Company moved to New Mexico

TSG (Technology Solutions Group) Enterprise/Corporate Inside Sales
Marketing Team leader (12) contractor 01/2005 - 10/2008

- The team had specialized training in servers, storage and software and solutions across the HP Technology Sales Group portfolio.
- Coaching and training expectations within the guideline and metrics required for business to achieve. Consistently improved our strategic opportunities from customer engagements by 87%.
- Duties included co-coordinating with internal Product Specialist or Territory Managers and technical support for deployment product training and mentoring and activity reports of the team.
- Achieved top 2% of overall marketing lead qualifications. Ranked 1st total client interactions 13 months in a row, 2nd in revenue growth overall.
- Accomplish the highest volume percentage of new and up sale strategic enterprise accounts.
- Exceeded all benchmarks for all activity for 21 months in total solutions.

Computer Skills:

MS Office Siebel 7.0 and 7.5 FQM PowerPoint
Sales force Natural Insight Goldmine some excel

Education:

B.S.Law Jurisprudence Paralegal studies
Pac-Bell (TQM) Total Quality Workshop "making a better employee" *certified

Hello Hiring Manager,

This letter is to express my interest in the New Business development position posted on line. I'm experienced, mature and a seasoned sales professional with at 10+ years of experience, successfully selling IT hardware, software and solution services to protected territory enterprise accounts – small businesses. My skill set is confident and effective. I would be a great addition to your sales teams' success. It would greatly appreciate to do this by example on the sales floor. Enjoy a moment to look at my strong business acumen.

My ability to build client rapport will increase the businesses revenue and footprint while retaining the client's loyalty for future opportunities. I'm constantly providing an award winning experience with Decision Makers of Fortune 500-2000 companies. I tactfully engaged with next step communications and relationship management to ask for the sales while having fun in doing so. The knowledge and experience at Net-Tel, Autotrader.com. , Hewlett Packard and The Yamato Corporation and various contract assignments were interrupted because companies moved or filed chapters.

* Thank you in advance for your time. I would appreciate the opportunity for you to review my qualifications and my commitment of performance with you.

Respectfully,

Micheal Goodhye

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