

DIRECTOR OF BUSINESS DEVELOPMENT

Executive Profile

Results- driven and highly skilled Account Manager and Sales Leader with 10+ years of experience developing and executing plans that cover all aspects of the sales cycle. Provide strategic support to customers by leveraging trends in technology, analytical analysis, and solutions to the challenges of their business. Creates effective strategies to keep the pipeline accurate, moving, and exceeding goals.

Skill Highlights

- Strategic account development
- Strong interpersonal skills
- Team building expertise
- Proven sales track record
- Relationship selling
- Strong deal closer
- Skilled multi-tasker
- Analytical problem solver

Core Accomplishments

Created strategies to develop and expand customer sales, which resulted in a 67% increase in annual sales.

Increased territory penetration 25% from 19 to 25 States.

Managed a portfolio of accounts totaling \$10,500,000 in annual sales and \$32,000,000 in total contract value.

Generated a pipeline of more than \$150,000,000 in net new opportunities in 12 months.

Professional Experience

Company Name City , State Director of Business Development 07/2013 to Current

- Worked closely with other company executives to identify new business opportunities, securing contracts for enterprise government software, Software as a Service (SaaS), Infrastructure as a Service (IaaS), and Managed Service solutions.
- Targeted new government agencies and new product lines to close 7 deals in one year in the public sector industry.
- Created strategies to develop and expand existing customer base, which resulted in an \$18,000,000 contract, the largest in the history of the company.

Company Name City , State Deputy Secretary of State 01/2007 to 07/2013

- Accountable for the Election, Corporation, Professional Licensing, Securities, and Enforcement divisions day-to-day operations including overall constituent satisfaction.
- Reduced application processing intervals from 4 weeks to 2 days through the restructure and streamline of multiple divisions of government.
- Strengthened State agency's ability to provide fair, secure, and accurate elections to the voters by leading implementation of the new Statewide Voter Registration software solution.

Company Name City , State Territory Manager 07/2006 to 01/2007

- Educated mortgage brokers on the variety of wholesale loan products and available credit options.
- Analyzed applicants' financial status, credit and property evaluation to determine feasibility of granting loan.
- Increased monthly mortgage origination from \$100,000 to \$800,000 per month in assigned territory.

Company Name City , State Account Manager 03/2006 to 07/2006

- Analyzed applicants' financial status, credit and property evaluation to determine feasibility of granting loan.
- Engaged non-standard borrowers to leverage all of their financial resources to optimize their borrowing ability.
- Captured outstanding performance awards by outperforming established monthly lending of 120% of quota.

Company Name City , State Territory Manager 03/2005 to 03/2006

- New business development to capture market share for second mortgage wholesale lending in South Carolina.
- Assisted mortgage brokers and bankers to allow them to maximize revenue per loan and optimize customer relationship.
- Created a niche for the broker allowing them to increase their revenue by fees up to 20%.
- Devised a plan to revitalize the territory delivering an increase in monthly second mortgages from \$250,000 to \$1,000,000 per month.

Company Name City , State Financial Analyst 07/2004 to 03/2005

- Provided full service business relationship management to leverage all of the deposit, investment, and lending portfolio of the bank.
- Devised a plan to catapult a nonperforming retail branch to produce \$250,000 per month in new deposits as well as \$250,000 per month in new loans.

Company Name City , State Territory Account Manager 10/2002 to 01/2004

- Business development for Software as a Service (SaaS), managed services, Voice over Internet Protocol (VoIP), hardware, and telephony for mid-tier market

- Managed a portfolio of 35 accounts, which generated \$2,000,000 in revenue per year.
- Leveraged new product offering to win performance recognition from senior management for commitments of over \$200,000 per year in new business.

Company Name City , State Global Account Manager 10/1996 to 07/2002

- Business development position to seize opportunities in the international wireless infrastructure industry.
- Engaged multiple product organizations to increase market share by 20%.
- Worked closely with company executives to identify new business opportunities, securing an \$85,000,000 contract

Sales Executive

- Tracked RFPs and bids to develop new business opportunities.
- Developed innovative business plans and sales strategies for the public sector market resulting in expanding the customer base 25%
- Surpassed annual quota by 120 %.
- Developed and expanded existing customer sales by \$1,000,000 in the first 90 days.

Chief Operating Officer

- Presented policy and budget reports to the Governor, Secretary of State, Legislative leadership, and Legislative committees.
- Streamlined the internal structural roles, processes, and responsibilities to achieve a 35% reduction in budget
- Reduced and controlled expenses by being the first Georgia public sector agency to implement zero based budgeting.

Assistant Elections Director/Operations Manager

- Managed team of 7 election professionals.
- Directed strategic initiatives to achieve more efficient processing of election requests, voter registration applications, and election supplies.
- Developed and managed annual operating budgets for State Election Division

Executive Director of the Georgia Athletic and Entertainment Commission

- Coordinated all department functions and regulations for all combative sporting events in Georgia.
- Maintained detailed administrative and procedural processes to improve accuracy and efficiency which increased events from 11 to 49.
- Standardized and brought online the department filing system to increase revenue by 129%
- Championed the initiative that resulted in the largest combat event regulated in the state which resulted in a direct tax benefit of \$215,000 and an estimated indirect benefit of \$5 million.

Territory Account Manager

- Developed and executed annual sales plans and strategies for Competitive Local Exchange Carrier(CLEC) and Independent Local Exchange Carrier (ILEC) markets.
- Developed tool to track and monitor personal sales opportunities, deals in progress and finished contracts.
- Received company Employee Performance Award after achieving 180% of sales quota in 1999, 160% of sales quota in 2000, and 150% of sales quota in 2001.

Asset Manager

- Executed accounts receivable reporting enhancements and reconciliation.
- Addressed and resolved non-routine, complex and unexpected variances for accounts receivables.
- Received company Employee Performance Award after reducing accounts receivables disputes by \$10,000,000

Education

Bachelor of Business Administration (BBA) : Finance and Economics 1996 Augusta State University, Hull College of Business , City , State
Skills

Business Development, Complex Sales Strategy, Public Policy, Enterprise Software, Software as a Service (SaaS), Infrastructure as a Service (IaaS), Technical Analysis, Financial Analysis, Budget, Public Sector, Telecommunications, Sales Reporting, Public Speaking, Public Presentations