

BUSINESS DEVELOPMENT MANAGER

Summary

Experienced sales professional and effective leader. Currently a sales professional for CT of Wolters Kluwer. Highly motivated, self-driven, result-oriented consultant. Tenacious new business prospecting, selling, negotiating and closing skills. Skillful verbal and written communication skills including the ability to present to an executive-level audience. Passion for gaining personal relationships with clients. Strong understanding and use of strategic selling techniques. Former professional athlete.

Experience

03/2017 to Current

Business Development Manager Company Name

- Consulted with C-level executives to develop and implement an effective, enterprise-wide strategy that maximizes the value delivered by solutions in order to ensure success with key initiatives. Developed and conducted effective presentations with contract decision makers (C-level). Accountable for the entire sales cycle from prospecting to closing deals, forecasting, and strategic planning. July 2015 - March 2017 - Business Development Manager Wolters Kluwer/CT Corporation. FY 2016 104.4% for CT Corporation. FY 2016 #1 Business Development Manager on Law Firm Segment Team. FY 2015 109% for CT Corporation. Primary responsibility for driving profitable customer acquisition and sales growth. Responsible for developing and implementing relationships with existing customer base as well as pursuing new customers of representation and compliance services, formation/qualification services, and other on-demand services. Leverage strategic planning in order to optimize revenue generation of sales efforts. Participate in collecting and evaluating performance metrics by participating in in-depth and on-going analysis of departmental services, processes, and customer preferences; understanding the overall needs of the law firm channels and what factors contribute to success; assist with monitoring department metrics; assisting in the identification of relationships and trends in the data as well as factors influencing results; contributing to the development of solutions to maintain or improve customer satisfaction, increase revenue and/or decrease expenses.
- May 2012 - July 2015 - Tampa & Southwest Florida Territory Manager LexisNexis. Successfully earned 2 Circle of Excellence company trips for achieving top sales results (2010, 2011).
- Earned the Best Sales Teaming Award for the Region (2011).
- FY 2014 Over 100% for LexisNexis. FY 2012 Over 100% for LexisNexis. Qualified and earned a Top Performer's Trip (2012 and 2014).
- Created and implemented effective account/territory plans that included; developing and implementing a sales strategy considering new business growth, managing all resources necessary to drive new business; forecasting revenue; developing key contacts and business relationships within a new account including influential individual and high level decision makers.
- Identified and qualified opportunities in order to successfully advance them through selling process to close.
- Consistently identified and communicated effectively with executives or other high level officials to articulate competitive differentiators and provide a solution-based sales presentation.
- Established and maintained excellent customer relationships at all levels, and acted as a liaison between sales support and our customers to ensure a positive onboarding process.
- Developed strategic sales plans using business analysis tools to identify and track revenue trends, recognize sales opportunities, target specific sales activities, and analyze competitive threats within my territory.
- January 2010 - April 2012 - Michigan & South Dakota Account Executive (Dayton, Ohio) LexisNexis. FY 2011 Over 100% for LexisNexis. FY 2010 Over 100% for LexisNexis. Secured the largest POS contract in the history of LexisNexis as an Account Executive (\$75,123).
- Created and implemented effective account/territory plans that included; developing and implementing a sales strategy considering new business growth, managing all resources necessary to drive new business; forecasting revenue; developing key contacts and business relationships within a new account including influential individual and high level decision makers.
- Identified and qualified opportunities in order to successfully advance them through selling process to close.
- Established and maintained excellent customer relationships at all levels, and acted as a liaison between sales support and our customers to ensure a positive onboarding process.
- Customized pricing proposals that matched the LexisNexis solutions to the prospective customer's business needs.
- Developed strategic sales plans using business analysis tools to identify and track revenue trends, recognize sales opportunities, target specific sales activities, and analyze competitive threats within my territory.

02/1998 to 12/2009

Executive Director Company Name

08/1997 to 11/2005

Assistant Soccer Company Name

- Responsibilities included identification, analysis and recruitment of student athletes, planning and execution of practices, player skill development, academic monitoring and counseling supporting a Division I college soccer program.
- November 1994 - May 1998 Professional Athlete (Soccer Player) Ohio Cincinnati Silverbacks of the NPSL (National Professional Soccer League) Dayton Dynamo of the NPSL Columbus Xogggz (USISL).

11/1994 to 02/2005

Director Company Name

- Dayton's largest and most comprehensive youth soccer organization.
- Only Coach in the history of the state to earn highest coaches honor twice (2006, 2009). Manage the activities of 150 coaches, trainers and team managers.
- Team leader for presentations delivered one-on-one and in both small and large group settings.

- Taught thirty certified license courses graduating over 1000 professional coaches.
- Successfully achieved day to day operational goals while focusing on long term strategic goals.
- Conduct training and educational programs for thousands of players on such topics as fitness, nutrition, injury prevention, sport psychology and life skills.
- Responsible for developing, reviewing, and updating all training and educational materials.
- Demonstrated team building skills such as communication, empathy, motivation and problem resolution.
- Trained and certified coaches to be fully prepared for National licensing courses.
- Supervised and managed coaching staff within Olympic Development Program
- Established specific curriculums and educational presentations to be incorporated within district and state levels.
- Instructed players at district, state and regional levels in order to achieve their fullest potential and achieve a position on United States National Team

Education and Training

1995

Bachelor of Science : Education/Exercise Physiology Wright State University i¼ City , State Education/Exercise Physiology

Skills

academic, articulate, business analysis, Business Development, C, closing, Coach, coaching, competitive, counseling, customer satisfaction, driving, educational materials, educational programs, forecasting, injury prevention, team building, Team leader, Law, managing, enterprise, POS, presentations, pricing, problem resolution, processes, proposals, psychology, recruitment, selling, Sales, sales plans, sales support, strategy, strategic, strategic planning