

SENIOR BUSINESS DEVELOPMENT MANAGER

Executive Profile

Experienced sales executive focused on helping others unlock their untapped potential. As a result of our interactions, my clients will tell you they receive expert, trustworthy, candid, and objective business advice to make the right decisions for themselves and their organizations. They gain clarity of purpose, have increased confidence in their decisions, and are comforted knowing they are better positioned to succeed.

Skill Highlights

- New business acquisition
- Solution development
- Drive for results
- Client relationship management
- Industry thought leadership
- Executive presentations and communications
- Integrity and trust
- Ethics and values
- Personal learning
- Customer focus
- Priority setting
- Motivating others

Core Accomplishments

- Gartner Winners Circle 2013, 2015 (anticipated)
- ESI International: 2011 Government Sales Contributor of the Year
- ESI International: 2009 Top New Revenue Producer
- ESI International: 2008 Business Development Manager of the Year
- ESI International: 2007-2011 Gold Club Attainment
- ESI International: 2005-2006 Quota Attainment
- ExecuTrain: 1996-1997 Caribbean Club

Professional Experience

Senior Account Executive

December 2012 to Current Company Name - City , State

Field sales role responsible for both direct client contract value retention as well as growth through contract expansion and the introduction of new products and services. The territory for this role includes specific major client accounts within State of California government and carries a sales quota of \$1.25 million+ of contract value and responsible for:

- Consultation with C-level executives to develop and implement an effective, enterprise-wide strategy that maximizes the value delivered by Gartner's products and services
- Account management with outcome of increased customer satisfaction and increase in retention & account growth
- Mastery and consistent execution of Gartner's internal sales methodology
- Proficient in account planning and understanding of territory management
- Manage forecast accuracy on a monthly/quarterly/annual basis
- Maintain competitive knowledge & focus
- Ability to demonstrate senior sales member leadership through coaching, mentoring developing sales AEs

Senior Business Development Manager

January 2010 to December 2012 Company Name - City , State

- Similar responsibilities to those of Business Development Manager (below), with elevated quota and account management expectations.
- Currently serve as Chairperson for ESI's Salesforce.com Governance Council, which identifies business performance goals, business processes and associated metrics that will be supported and managed through the Salesforce.com application platform.
- The Council consists of representatives from key stakeholder groups within the organization.
- Significant achievements include: 2011 Government Sales Contributor of the Year Sale and oversight of IT project management consulting services engagement with State of California, one of the largest of its kind in ESI's 30-year existence.
- Achieved Gold Club status in 2010 (138% of \$1.65M sales quota) and 2011 (112% of \$2.5M sales quota).
- Chaired ESI's Salesforce.com User Council in 2011.

Business Development Manager

March 2004 to December 2009 Company Name - City , State

- Responsible for growing ESI revenues and annual quota attainment by selling project management, contract management, and business analysis training / professional services to large military and state/local government entities in the western US and Pacific Rim.
- Focus shifted exclusively to state and local government clients in Jan 2007.
- Overall territory responsibilities include: Developing annual sales plan for assigned existing and targeted accounts and for designing customer-specific, value-based solutions to ensure that monthly sales objectives for new revenues are attained.
- Developing profiles of targeted customer prospects and formulating customer contact strategy that includes face-to-face meetings, industry association membership, and/or trade show participation.
- Developing territory management plan that links quota commitment to forecasted revenue opportunities, identifying any gaps and designing

targeted approaches to fill the gaps.

- Executing business sales plan and tracking performance of successfully closed leads and opportunities.
- Conducting fact finding (through business periodicals and web sites) to determine prospect needs.
- Significant achievements include: ESI Business Development Manager of the Year for 2008 Top New Revenue Producer for 2009 More than doubled inherited annual territory revenue from 2004 to 2006.
- Exceeded quota expectations each year after initial year in sales territory - five consecutive years (2005-2009); 137%, 136%, and 129% in 2009, 2008, and 2007, respectively.
- Achieved Gold Club status every year starting with 2007.

Vice President of Sales / Partner

December 2002 to March 2004 Company Name - City , State

- Responsible for leading the SkillRamp (formerly ExecuTrain Southwest) sales team in growing IT technical certification and training program revenues to Fortune 1000 corporations and large government clients in California, Nevada and Arizona.
- Also responsible for personally managing a sales territory comprised of commercial and government accounts in California and Nevada.
- 1.2M revenue goal for 2004.
- 1 in sales revenue among all SkillRamp account managers for 2003.

Vice President of Sales / Partner

January 1999 to December 2002 Company Name - City , State

- Owner/Partner with Las Vegas business, focusing on direct client relationships for IT technical certification and training programs to major corporate and government clients.
- Drove territory sales from plateau of \$40K-\$50K/month to over \$100K/month within 150 days of territory assignment.
- Acquired 15 % market share from long established competitor.
- Pushed local office sales to \$200K+/month.
- 2001 Revenue Sold: \$1.35M 2000 Revenue Sold: \$1.42M 1999 Revenue Sold: \$978K.

Education

Master's Certificate : Project Management , 2006 The George Washington University - City , State , USA

Master of Business Administration : 2017 Brigham Young University - City , State , USA

The BYU Marriott School of Management's Executive MBA program is designed to provide broad management training with six core areas of study: finance, operations, international business, accounting, organizational behavior, and marketing. The curriculum is supplemented with hands-on work experience and the opportunity to immediately apply and test management theories and newly acquired skills.

Bachelor of Arts : French University of California - City , State , USA GPA: 3-time Dean's List

3-time Dean's List, College of Engineering; Completed majority of requirements for Bachelor of Science degree in Electrical Engineering.

Additional Information

Enjoy spending time with my family, serving in my church and community, and European travel. Passionate Francophile, speaker of French, and assembler of Legos.