

SENIOR SALES MANAGEMENT CONSULTANT

Professional Summary

Executive-level Business Manager and entrepreneur with experience running start-ups, emerging companies and alternative investments. Strong technology and product development expertise with a focus on building strategic relationships. Proven track record in creating scalable customer service operations infrastructures and leveraging social media to nurture relationships with customers.

Skills

Work History

Management Consultant/Sales Executive , 06/2017 to Current

Company Name " City , State

- Holistic solutions for client through identifying new products/services ranging from banking solutions to alternative investment opportunities
- Holistic solutions for client through identifying new products/services ranging from banking solutions to alternative investment opportunities
- Established relationships with key decision-makers within customer's organization to promote growth and retention
- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations
- Over \$7 million dollars in insurance lines sold in 36 months
- Over \$140,000 in Net Commissions Year 1. \$180,000 NC Year 2. \$200,000 expected in Year 3
- Ranked eighth out of 170 agents nationwide " Conduct site visits to assess needs, demonstrate p
- Facilitated 37% increase in top line sales over 24 months
- Drove retailer engagement, improved retailer satisfaction and earned retailer advocacy through communication and relationship management

Senior Small Business Analyst/Consultant Manager , 06/2015 to 05/2017

Company Name " City , State

- Conducted thorough reviews of small business operations of various vendors to devise and deploy improvement strategies, facilitating consistent returns
- Created over \$10 Million in new business accounts, selling AMEX brand to small businesses
- Sold business management and financial tools to C-suite executives
- Developed new lines of communication and business opportunities for business owner and AMEX " Helped commercial banking by qualifying clients for commercial loans and Lines of Credit
- Utilized financial statement analysis skills to highlight areas where a business needed help and how to find the resources to getting that help
- Created new avenues of success for small businesses to utilize a suite of American Express business products
- Counseled and identified key areas of success for small companies to focus
- Developed key relationships with CPAs, attorneys, mortgage and other centers of influence with the result of generating new leads and new business as well as important referrals

Executive Director of Operations , 01/2011 to 03/2015

Company Name " City , State

- Set and administered annual operating budget
- Scouted franchise locations, negotiated leases, oversaw facility build out and equipment orders and installations
- Tracked employee attendance and punctuality, addressing repeat problems quickly to prevent long-term habits
- Trained, coached and mentored staff to ensure smooth adoption all programs
- Managed 112 team members across 14 departments, resulting in approximate 22% increase in annual revenue YOY for 11 years
- Devised, deployed and monitored processes to boost long-term business success and increase profit levels 32%
- Increased profits by assessing effectiveness of advertising and employee training projects
- Trained, coached and mentored staff to ensure smooth adoption of new sales and customer service initiatives
- Spearheaded overhaul of company best practices, leading to significantly increased staff retention rates and top-ranking as industry leader
- Supported regulatory compliance by overseeing all audits to verify protocol adherence

Startup Founder , 11/2004 to 02/2011

Company Name " City , State

- Founded Brooklyn based fitness start-up company focused on high level, elite clientele
- Built referral pipeline by remaining active with community, establishing referral networks and resources
- Shared mission of organization with public through successful community outreach and marketing strategies
- Spoke professionally with customers regarding complaints, gathering all necessary information to make educated decisions and address issues
- Established and administered annual budget with effective controls to prevent overages, minimize burn rate and support sustainability objectives
- Assessed financial reports and statements regularly to update processes and operations for greater profitability
- Managed day-to-day business operations, including accounting, finance, HR, marketing and public relations

Financial Services Representative/Analyst , 07/1999 to 02/2004

Company Name " City , State

- Managed portfolio of affluent clients with high net worth
- Retail client banking, investment advisement, estate planning and basic tax advisory work
- Heavy phone sales, client building, and continuously excelling at sales goals and revenue generation
- Stock Trading, Pink Sheets, Small Cap and Mid cap stock selection and advisement for retail clients
- Served brokerage clients with fixed annuities, SPDRS and other financial products
- Managed currency exchanges and retail investment opportunities in European and foreign markets
- Entered member transaction data into online banking software
- Worked with potential investors to support IPOs and ensure success
- Worked with clients and finance companies to find optimal solutions for financing
- Acted as liaison between customers and funders to increase overall funding by 92 % and remove financial roadblocks

Education

B.S : Business Administration , 2019

Northern Arizona University - City

Certifications

- Life, Accident and Health License
- Certified Personal Trainer (CPT)
- Excel Spread Sheets
- Sales Force
- SaaS, SPSS, Enterprise Software
- Google Analytics
- Heal Code
- Mind Body
- MS Suite (Power Point, Word, Derivatives)
- Various Marketing Platforms (Constant Contact, Mail Chimp, Etc)