

FNAME LNAME

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SENIOR SALES EXECUTIVE

Business Development ✧ Account Management ✧ Sales Management

- ✧ Combine astute strategic, business, and marketing management skills with a 20+ year track record of building and aggressively motivating sales teams that generate consistent revenue and profit growth.
- ✧ Background includes 13 years providing equipment, software and communications solutions to large scale healthcare providers and facilities. Experienced in any commercial projects in addition to healthcare facilities.
- ✧ Consistently successful in identifying and capitalizing on market opportunities to build brand recognition, drive revenue growth, expand market penetration and win dominant market share for the enterprise.
- ✧ Skilled relationship manager, successfully negotiated with C-Level executives and their subordinates at the engineering and facility operations level, senior staff and other facility officers on a local/national account basis.
- ✧ Consistently exceeded sales quotas/goals, winning impressive and extensive awards for sales management leadership.

KEY ACCOMPLISHMENTS

- ✓ Recognized for new marketing initiative at Urban Communications, generated *sales of 119% of goal*.
- ✓ Achieved *109% and 121% of Quota in 2002 and 2003* respectively for Grinnell-New York. Additionally recognized with Silver President's award in 2002 for sales of \$1.2 million.
- ✓ Achieved *131% and 119% of Quota in 1998 and 1999* respectively for Grinnell-Medford, Texas. Awarded 100% Club Membership in 1998.
- ✓ *Contributed to strong and sustainable financial growth averaging 20% annually for four consecutive years* while Region Service Sales Manager at Grinnell-Medford, Texas. Member of 100% Club four years running.
- ✓ *Attained 205% of annual quota for four consecutive years, ranking #3 nationally for two consecutive years* while a Service Sales Representative for Grinnell. Awarded membership in the 100% Club every year.

PROFESSIONAL EXPERIENCE

Urban Communications, Grand, Texas

2009

SALES MANAGER, SERVICE

Directed all business functions for service sales and marketing initiatives for low voltage systems dealer. Defined procedures for prospect identification through the delivery of contracted technical services. Trained technicians and staff on applicable codes and lawful state practices. *Achieved 119% of Sales Quota.*

Healthcare Technologies Inc., Dallas, Texas

2007 – 2009

VICE PRESIDENT / COO / PRINCIPAL OWNER

Entrepreneurial venture as Principal Owner of Healthcare Integrated Technologies, Inc. With partner conceived business idea and authored business plan to include all business functions. HIT provided consulting on all low voltage information technology and medical systems in a hospital. Eventual sale of intellectual property to minority investor.

- ◆ Directed and managed all business functions. Marketing, sales, project development and project management. Planning, design, implementation, integration and management in new or expanding hospitals.
- ◆ Targeted national and local architects, national/local healthcare facility developers and/or worked directly with hospitals and their respective systems.

Smith & Jones Electric and Data Connect, Dallas, Texas

2006 – 2007

BUSINESS DEVELOPMENT MANAGER

Created new B2B solution sales to end users for low/high voltage technology projects, including electrical, networks, voice and data, data centers and structured cabling/power distribution projects, in existing commercial, healthcare and industrial facilities. *Achieved 100% sales quota of \$1.5 million.*

Source Roofing Corporation, Medford, Texas

2005 – 2006

MANAGER OF BUSINESS DEVELOPMENT

Start up of Houston branch office, an extension of Pittsburgh, PA based company. Directed B2B sales. Negotiated with end users, commercial real estate owners, real estate developers, property management companies, REITS or real estate investment trusts. New construction or re-roofing of existing facilities utilizing EPDM (ethylene propylene diene terpolymer) single-ply rubber roofing membrane technology and engineering.

PROFESSIONAL EXPERIENCE, (CONTINUED)

The Consulting Group, Contractor for United Defense L.P., Texas City, Texas 2005
AMCG REPRESENTATIVE – CONTRACTOR – Six Month Contract
 Regional Sales / Marketing of WaterSentry™, developed in conjunction with Oak Ridge National Laboratories and United Defense L.P., to quickly detect toxic chemicals in primary-source drinking water supplies for Homeland Security/regulatory use. Developed/managed dealer network; developed service sales consulting opportunities for AMCG. Product sales, trade show representation and development of new distribution channels.

Concise Analytical, College Station, New Jersey 2004

SALES AND MARKETING MANAGER BEVERAGE PRODUCTS

Worldwide sales/marketing/service of newly engineered start up process instrument for OI Analytical Beverage Product Line. Planned, developed, implemented and executed worldwide marketing strategy for LAN 9000 liquid analyzer in the soft drink/wine industry. Managed inside/outside sales support personnel and regionally located technical specialists. Oversaw manufacturing to ensure delivery commitments were consistent with scheduling. Monitored system sales/installation/service directly and through a distributor network worldwide

Grinnell, Tampa, Florida 2001 – 2003

Grinnell, Medford, Texas 1998 – 2000

HEALTHCARE ACCOUNTS MANAGER

Products : Fire detection, fire suppression, card access, access control, security, Nurse/ Patient communications, infant abduction security, asset management, patient wandering, code blue, master clock, CCTV, central station monitoring, video, voice, data communications, human resources payroll software integration, services, maintenance.

- ◆ Provided Capital Equipment/System Sales/Installation/Service.
- ◆ **Achieved 131% and 119% of quota sales in 1998 and 1999 respectively. Member of 100% Club, 1998.**
- ◆ **Achieved 109% and 121% of quota sales in 2002 and 2003 respectively. Received the Silver President's award for \$1.2 million in sales.**
- ◆ Negotiated with C-level decision makers and their subordinates including Building Engineers, Facilities Directors, Chief Technology Officers, Directors of Security, Project Architects and Engineers.
- ◆ Liaised with jurisdictional authorities to ensure compliance necessary for the Certificates of Occupancy.
- ◆ Assisted engineers and architects with design, code interpretation and specification writing for Grinnell's systems.
- ◆ Created sales opportunities by developing ongoing relationships with other hospital contractors who could assist by packaging Grinnell products in their proposals.

Grinnell, Medford, Texas 1994 – 1998

REGION SERVICE SALES MANAGER, SERVICE MARKETING

Promoted to corporate HQ position in Service Marketing; charged with hiring, training, motivating, evaluating and coaching 35 Sales Representatives across two regions of the U.S. Successfully initiated service contract sales efforts toward regional and national accounts, contacting and developing/maintaining relationships with C-Level decision makers.

- ◆ Conducted needs analysis, enhanced Grinnell Corporate Service Marketing Policies.
- ◆ **Contributed to strong and sustainable financial growth averaging 20% annually for four consecutive years.**
- ◆ Developed a successful Service Sales candidate profile; participated in the candidate selection process.
- ◆ Continued to reengineer sales processes and support networks for regional managers and representatives through the introduction and presentation of new marketing tools and regional/national training seminars.
- ◆ Initiated strict controls over marketing processes to ensure that corporate marketing policies and pricing schedules were followed.
- ◆ Represented Company at regional/national trade shows; **achieved membership in 100% Club 1994 through 1997.**

Grinnell, Medford, Texas 1989 – 1994

SERVICE SALES REPRESENTATIVE

Sold service contracts to end users/owners of our systems and systems installed by other manufacturers. Created and developed initial service sales program in the North Texas market. Negotiated with owners, President, CEO, CFO, COO, Chairman, Board of Directors, VP's and other officers, Commercial Real Estate Managers, real estate developers, owners, property managers, facility operators and managers.

- ◆ **Attained 205% of annual quota for four consecutive years, ranking #3 nationally for two consecutive years.**
- ◆ Awarded membership in the 100% Club four years running.

EDUCATION / TRAINING

Bachelor of Arts, Communications, Stephen F. Austin State University, Nacogdoches, Texas

American Management Association, NICET (National Institute for Certification in Engineering Technologies). Attended various construction and workplace safety, low voltage systems training and sales engineering classes.