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Qualifications include 15 years of progressive management experience in sales management and business development. This includes building, training, and managing direct sales teams, channel sales, business units, major accounts, national territories and exceeding goals.

Extensive knowledge in these areas along with great expertise in creating and implementing strategic sales plans, setting quotas, providing accurate forecasts, managing budgets, performance, operations, marketing, project management, and process implementation will help this organization increase revenue and, improve profits, close multi-million dollar deals, and cement relationships with internal and external partners and alliances.

Prospected, Closed, and Managed Business Growth with these clients, along with many other major companies in the following verticals:

- \*X Medical and Healthcare - Siemens Medical, American Pharmaceutical, Eli Lilly, NorthShore University Healthcare System, Cancer Treatment Centers of America.
- \*X Technology, Telecommunications, and Consumer Electronics - AT&T Global Services, Motorola, Lucent, 3COM, WorldCom, Mitsubishi Consumer Electronics America, H H Gregg, Micron, & G.E.Capital.
- \*X Aerospace and Defense - Northrop Grumman.
- \*X Automotive and Industrial - Bendix, Atlantic Pacific, Globe Glass, Safelite Auto Glass TRW, Allied, Magnaflux, Archer Daniels Midland.
- \*X Insurance - Allstate, AON/Combined Insurance, USAA, Farmers.
- \*X Banking and Financial Services - HSBC, Citi, Discover, Chase, FNBO, Sony Financial, Morningstar.
- \*X Retail - Petland, Furniture Row, Value City, Wickes Furniture, Helzberg Diamonds, Ultra Diamonds, Aaron Rents.
- \*X Public Sector - Illinois Tollway, Chicago Public Schools, US Census Bureau, Chicago Transit Authority.

I have the right combination of talent and experience to deliver and execute initiatives and make a positive impact to the companys bottom line.

#### VALUE TO YOUR ORGANIZATION

- \*X Effectively and consistently exceed goals and deliver bottom-line results.
- \*X Created and executed strategies and programs that produced over \$1.5 billion dollars in annual revenue.
- \*X Managed 35+ Direct Reports, programs in 1400 + locations, and network of 9000 independent companies.
- \*X Career average annual sales revenue increase exceeds 130% to goal.
- \*X Developed, implemented, and managed successful strategies and sales of Analytic, Financial, and Direct Marketing Services for the Commercial and Consumer Banking and Financial Services Industry, complex Technology Products, and Services (Hardware, Business Intelligence Software , CRM, ERP, SaaS, and Custom SAS applications), Professional Services (onsite & offshore), and Consumer Products and Services.
- \*X Persuasive selling skills - strong, concise presenter successful with executive audiences.
- \*X Advocate for innovative change, exceeding goals, and capturing new market opp

ortunities.

\*X Veteran P&L manager with strong analytical skills of financial, marketing, and technical data.

\*X Dynamic Sales Leader, who leads by example to identify and capture market opportunities.

\*X Versed in SalesForce.com and a variety of strategic selling methodologies, such as Miller Heiman, Spin Selling, Solution Selling, and Productive Selling.

\*X Strong business background that quickly identifies and resolves procedural and operational deficiencies in a sales organization.

\*X Achieved crucial turnaround for underperforming Sales Teams where others have failed.

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#### AREAS OF EXPERTISE

Sales Management, Business Development, Major Account Management, Partner & Alliance Development/Management, Channel Sales management, Sales Team Developer/Trainer.

Managed National Direct Sales Teams, Channel sales, and Independent Sales Reps. Developed and implemented successful sales strategies for complex solutions of Hardware (Desktops, Laptops, Servers, Peripherals), Software (ERP, CRM, ASP/SaaS, SAS custom applications, and shrink wrapped), SaaS, Web/Internet marketing and services, and Professional Services (onsite \*V off-shore) to VARS/Re-sellers and Fortune 1000 corporations. Managed high-volume telesales and customer service call center (20,000+ calls monthly).

Managed National Consumer Sales Finance program to Retailers and programs for Commercial Credit Card Data Management, Credit Reporting, Credit Scores, Portfolio Analysis, and Default Forecasting to the top Banks and Credit Card Payment Networks (MasterCard, Visa, Discover, and American Express)

#### INDUSTRY EXPERIENCE

Technology, Banking, Financial Services, Insurance, Medical and Healthcare, Automotive, Retail, and Manufacturing.

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#### PROFESSIONAL SUMMARY

Independent Consultant \*V Chicago, IL

July 2009- Present

##### SALES & BUSINESS CONSULTANT

Working with small to medium businesses to increase sales, revenue, and profits. Providing services for : Sales Plan creation, building/hiring sales team, sales training programs, best sales methods, SFA/CRM selection, sales implementation process, and performance evaluations/metrics.

PayNet, Inc. \*V Chicago, IL

2008 to 2009

##### STRATEGIC SALES DIRECTOR

PAYNET - is a leading financial information services company that serves the commercial credit industry with an original, proprietary source of credit history data for developing credit performance based models used in response, risk, management and collections.

\*X Managed National Commercial Credit Card program providing Data Management, Commercial Credit Reporting, Credit Score Development, Portfolio Analysis, Default

Forecasting, Strategic Reviews, and Opportunity Assessments. Developed and implemented a strategic sales plan for a new initiative, selling to the top commercial credit card issuing banks (Chase, B of A, Citi, Advanta, Cap 1, and FNBO) and credit card payment networks (MCard, Visa, Amex, Discover) product/market development, and implementation. Negotiated agreements with four major banks and two credit card payment networks in the first 90 days.

Showcase Online Resources \*V Chicago, IL

2005 to Jan 2008

NATIONAL SALES MANAGER

SHOWCASE ONLINE RESOURCES - a leading provider of Website development and online marketing services dedicated to businesses and service networks in the Financial Services and Home Improvement Industries.

\*X Managed new start up, responsible for all sales/business development strategy, sales force hiring and development, account/territory planning/strategy, and contract negotiation. Developed and implemented strategy for marketing, sales team development, and business/account development. Focus on comprehensive solutions for Web design, Website management, and direct and online marketing services.

HSBC \*V Mettawa, IL

2003 to 2005

NATIONAL SALES & MARKETING MANAGER \*V SALES FINANCE (Merchant Services)

HSBC - One of the largest banking and financial services organizations and fifth Largest Company in the world. Developed and implemented the strategic direction of Merchant Services and Consumer Finance Programs to maximize growth and profitability.

\*X Increased sales by 125% the first year, a record-breaking 130%, the second year for \$1.5 Billion in revenue (\$400 million increase), Top 10 Merchants \*V 217% increase. Managed 10 Regional Sales Managers/Divisions responsible for Merchant Services Sales Finance Program to over 4000 regional and national merchants and in 1400 HSBC/Beneficial Branches. Increased merchant acquisition, merchant revenue, and improved national merchant relationships at all levels.

Response Management, Inc. \*V Arlington Heights, IL

2001 to 2003

NATIONAL SALES MANAGER

RESPONSE MANAGEMENT \*V A full service direct marketing agency, providing database management, response analysis, and custom SAS applications (BI, CRM). Responsibilities include focused on driving new business within the banking, insurance, and manufacturing verticals.

\*X Created new sales strategy, defined new markets for technology sales and services, developed new revenue streams for proprietary CRM sold as SaaS along with custom software systems, hardware, and services. Increased sales by 145%+ year over year. National responsibility, 6 direct reports. Direct report to the President.

Micronpc.com \*V Boise, ID

1998 to 2001

BUSINESS DEVELOPMENT MANAGER

MICRON - Provider of computer hardware, software, Internet-centric solutions and professional services such as SaaS, (ASP), Web design, Web hosting, connectivity (ISP), data storage, training, Micron University, and (BPO) outsourcing to Reseller Channel and Fortune 500 corporations within the financial, telecom, health care, automotive, and manufacturing verticals.

\*X Managed Sales and Business Development of the Chicago and downstate Illinois sales team. Prospected and closed 24 new Fortune 500 accounts in the first 12 months, while increasing business within existing accounts. Ranked in the top 3 out of 60 BDM's nationally, \$12 million plus in annual sales. Exceeded goals by 147%.

GE Capital Information Technology Solutions \*V Bensenville, IL

1996 to 1998

**BUSINESS DEVELOPMENT MANAGER**

GE ITS \*V IT re-seller division of GE Corp. selling hardware, software, and services to F1000 companies.

\*X Managed Sales, strategies, and programs for new business development of Microsoft, Cisco, IBM, HP, and COMPAQ products and services. Facilitated partnership with minority owned technology provider to the public sector looking to expand their capabilities. Focused on the financial, public, healthcare, telecom and manufacturing verticals. Positioned solutions to \*\*C\*\* level executives within Fortune 1000 companies, SMB, state and local government.

Stewart Associates, Inc. \*V Elgin, IL

**SOFTWARE SALES MANAGER**

STEWART ASSOCIATES - Independent insurance provider/administrator to the credit union industry.

\*X Managed National Sales, training, and product development of mortgage software, consumer loan software, and Business Intelligence Software Systems to the credit union industry. Managed 11 company sales reps and multiple independent agents. Increased revenue by 200% the first year. Created and implemented SaaS sales of BI Software with 100% annual renewal, increasing sales, and customer loyalty.

Globe Glass, Inc. \*V Chicago, IL

**DIRECTOR of SALES**

GLOBE GLASS -National provider of Insurance claims management solutions.

\*X Managed National Service Network of 9000 independent service providers, 35 direct reports. Development of all sales activities, programs, Service Network administration, and contract negotiation. Restructured division, including sales, business development, operations, and high-volume sales and customer service inbound and outbound call center (20,000+ calls monthly) and exceeded goals by over 300%. Maintained 95% plus in customer satisfaction to clients such as Allstate, Farmers, USAA, and Nationwide.

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**EDUCATION**

University of Illinois, Champaign, IL

Almeda University, Boise ID

Bachelor of Science-Business Administration