Shopping your MVC Candidate (The Skill Market)

Staff Up Now's Most Valuable Candidate, PMP
Your Phone: 866.432.8801

VP, Business Development | General Sales Manager | Director of Account Management

PROFESSIONAL SUMMARY:

- 20+ years of experience in Sales & Business Development with proven experience and a strong track record in driving business development and sales over $300M.
- 15+ years of experience in Management and Leadership with up to 75 direct reports and 5 sales teams in a global multi-location environment (distributed workforce).
- 9 years of experience in Product Management while driving Product Development from conception to launch.
- Was the #1 top producer at his previous company.
- Ranked in top 15% of all reps throughout the country.
- Responsible for the production of a top 10 USA Today rated Super Bowl commercial with Dannon.

TECHNICAL SKILLS:

- Microsoft Office (Word, Excel, PowerPoint, Outlook)
- SFDC (Salesforce.com), Adobe Photoshop, Google Docs

PROFESSIONAL EXPERIENCE:

[redacted] |San Clemente, CA January 2010 – Current

Vice President Business Development

- Oversee all operations within the Production and Business Development divisions supervising 30 direct reports and 5 indirect reports located globally throughout the US and Latin America.
- Hire, train, develop, and manage 20+ Business Development Representatives, 6+ Executive Producers, 2 Line Producers and a Production Accountant while overseeing and growing all revenue streams.
- Develop all go-to-market strategies (GTM strategies) including the creation of corporate commission plans and expense policies, and generating strategic partnerships with top advertising agencies on a national level which is currently producing a 30% increase on a consistent basis.

[redacted] | San Clemente, CA January 2000 – January 2010

Director Business Development

- Oversee all operations within the Production and Business Development divisions supervising 30 direct reports and 5 indirect reports located globally throughout the US and Latin America.
- Hire, train, develop, and manage 20+ Business Development Representatives, 6+ Executive Producers, 2 Line Producers and a Production Accountant while overseeing and growing all revenue streams.

EDUCATION:

BA, Cal Poly University, 1992