

**PROFESSIONAL SUMMARY**

Results driven sales professional with over ten years experience in Business Development and Accounts Management. Built a background in Asset Management, Technology and Equipment & Software / IT Leasing. Repeatedly met sales quota ranging from \$5 to \$20 million while increasing gross profit.

**EXPERIENCE / ACCOMPLISHMENTS****APRIL 2003 – 2007****Managing Director****ASSET MANAGEMENT STRATEGIES, INC.****Seattle, WA**

- Created & managed long-term relationships with Fortune 500 companies to provide turnkey Asset Management Solutions. These services included Asset Valuations; Asset Redeployment & Web based software training as well as Global Asset Disposition products.
- Responsibilities included identifying revenue opportunities with both existing and new clients. Duties included structuring strategic proposals, negotiating business terms & conditions and closing the transaction. Delegate production to Operations, Marketing & accounting.

**2001 – JAN 2003****Sr. Account Manager****AUTODESK INC. / HOULIHAN LOKEY****Vancouver, WA**

- Expanded vendor relationships to include medical & CRM software as well as IT equipment leasing, increasing customer base by 40%.
- Developed vendor discount programs through creative financing to entice new business and increase overall vendor sales.
- Generated approximately \$150M in gross margin per quarter in funded transactions.

**2000 – 2001****Account Manager****AMPLICON****Seattle, WA**

- Generated new & existing private label vendor leasing programs through creative financing.
- Managed \$20MM of a \$60MM fair market value in house portfolio for end of lease buyout or refinancing options.
- Structured bundled lease packages, negotiated vendor recourse and closed qualified credits.

**1997 – 2000****Account Executive****KBK CAPITAL CORPORATION / WA MU EQUIPMENT FINANCE****FORT WORTH, TX**

- Assisted in the creation of a new division by establishing contacts in target markets through telemarketing, direct mailers, trade shows and vendor relationships.
- Priced and closed competitive lending proposals.
- Prepared and submitted credit packages for approval and collaborated with in-house counsel.

**EDUCATION / TRAINING****B.A., Business Administration, University of Washington****Concentration: Marketing & Innovative Technology**

**Dale Carnegie and The Organizational Productivity Institute Inc.**  
**SKILLED in Excel, PowerPoint, ACT, Skype and Video Conferencing**

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## SENIOR SALES EXECUTIVE

### *Business Development / Consultative Sales / Account Management*

Dynamic sales executive with a 10-year track record of surpassing multimillion-dollar sales quotas within highly competitive markets. Exceptional communicator with a consultative sales style, Fortune 500 account management skills, exceptional problem-solving abilities, and a keen client needs assessment aptitude. Aggressively identify opportunities, develop focus, and provide tactical business solutions. Available for travel. *Core professional competencies include:*

- ◆ Strategic Sales & Marketing Campaigns
- ◆ Budgeting, Forecasting, & Planning
- ◆ Key Account Acquisition & Retention
- ◆ Staff Development & Management
- ◆ Executive Presentation & Negotiations
- ◆ Prospecting & Lead Generation
- ◆ Cross-Functional Leadership
- ◆ Customer Relationship Management

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## PROFESSIONAL CAREER & KEY ACHIEVEMENTS

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ASSET MANAGEMENT STRATEGIES, INC. – Seattle, WA

**2003 to present**

*Global provider of capital asset auction and valuation services to large corporations and financial institutions.*

### MANAGING DIRECTOR

Report to Senior Vice President of Sales and manage a 12-person team, with 4 director-level reports. Direct day-to-day activities involving the provision of turn-key asset management solutions, including asset valuations, asset redeployment, web-based software training, and global asset disposition products to Fortune 500 customers. Identify revenue opportunities with new and existing customers. Structure strategic proposals, negotiate business terms, and close sales transactions. Leverage market knowledge and experience to help customers maximize their returns on capital assets. Functional areas of responsibility include operations, sales, marketing, and finance.

#### *Selected Accomplishments:*

- Achieved #4 ranking out of 60 account managers worldwide for meeting and exceeding sales quotas; averaged \$850,000 in annual gross profits.
- Landed major contracts with government, quasi government and Fortune 500 companies, including Parker Drilling, ITT Corporation, ABB Ltd, and Tommy Hilfiger.
- Recognized by the US Postal Service as a nominee for the 2004 Quality Supplier Award for helping the Postal Service benefit from supply chain management best practices.

AUTODESK INC. – Vancouver, WA

**2001 to 2003**

*Leading provider of product lifecycle management (PLM), computer-aided design (CAD), and computer-aided manufacturing (CAM) solutions.*

### SENIOR ACCOUNT MANAGER

Developed and executed contact strategy to optimize coverage and opportunity detection. Created business plans and forecasts for vendors to maximize volume and productivity. Developed and maintained solid business relationships with customers to gain incremental business. Trained and supported vendors to provide sales and administrative tools required to meet business objectives. Provided information to management regarding product and service commitments. Prepared and submitted comprehensive credit applications for lending decisions.

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*Selected Accomplishments:*

- Increased customer base 40% by expanding vendor relationships to include medical software, CRM software, and IT equipment leasing.
- Augmented sales revenues through development and implementation of innovative vendor discount programs and creative financing options.
- Delivered gross margin of \$150,000 in funded transactions per quarter.

AMPLICON – Seattle, WA

**2000 to 2001***Global leader in information technology solutions offering international leasing and financing options.***ACCOUNT MANAGER**

Managed end-of-lease buyout and refinancing options for \$20 million loan portfolio comprised of information technology hardware and software. Created private label leasing programs and financing options to drive business development efforts. Structured bundled lease packages, negotiated vendor recourse, and closed qualified credits.

*Selected Accomplishments:*

- Developed and introduced private label leasing programs that significantly increased clients' revenue derived from CRM software products sector—ACT and SalesLogix.
- Grew portfolio profit margin by 20% through highly effective end-of-lease negotiations.

KBK CAPITAL CORPORATION – Fort Worth, TX

**1997 to 2000***Premier provider of financing services to the plastics industry. A division of WA MU Equipment Finance.***ACCOUNT EXECUTIVE**

Played key role in the launch of company's new Equipment Leasing division by quantifying and qualifying new markets. Established business contacts in target markets through telemarketing, direct mail campaigns, trade show participation, and vendor relationships. Negotiated contracts, priced and closed competitive lending proposals, and prepared and submitted credit packages for approval.

*Selected Accomplishments:*

- Authored and presented comprehensive business plan targeting the print industry—plan was adopted by senior management and ultimately increased sales revenue by 25%.
- Recognized as "Top Producer" by the Organizational Productivity Institute, while simultaneously earning company awards for consistently exceeding quota.

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**EDUCATION & TRAINING**

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UNIVERSITY OF WASHINGTON – Seattle, WA

**BACHELOR OF ARTS, BUSINESS ADMINISTRATION****CONCENTRATION: MARKETING & INNOVATIVE TECHNOLOGY**

ORGANIZATIONAL PRODUCTIVITY INSTITUTE

THE DALE CARNEGIE COURSE