

Professional Summary: Highly experienced sales leader with a proven track record of driving revenue growth and profitability for small to mid-sized companies. With over 25 years of experience in sales and sales leadership roles, I have developed and executed highly effective sales strategies and processes that have enabled rapid growth and exceeded business revenue goals. Skilled at coaching sales teams to achieve their full potential, I provide leadership to enable business owners to focus on other aspects of running the business.

Experience:

President and Founder Elevated Sales Partners (2020 - Present) California, United States

- Fractional sales leader for hire to small to mid-sized companies providing proven sales methodologies to increase revenue and profit margin.
- Leveraged 25 years of sales and sales leadership roles in start-ups, mid-sized organizations, and large Fortune 100 companies.
- Utilized highly effective sales strategies, processes, and execution plans to enable rapid growth and achieve business revenue goals.
- Hired and coached sales team members.
- Provided leadership to the sales team while the business owner focuses on other aspects of running the business.
- Achieved extraordinary results for business and revenue growth.

Trusted Advisor TA 1430 Vistage Worldwide, Inc. (2021 - Present) Greater Sacramento

Outsourced Sales VP Sales Xceleration® (2020 - Present) Greater Sacramento

- Assisted businesses who struggled with growing their sales.
- Utilized Sales Xceleration® proven sales platform to create record-breaking growth.
- Created sales plans, targeted the best customers, and grew sales.

President of Non-Profit Youth Organization USA STARS ACADEMY CORP (2019 - Present) El Dorado Hills, California, United States

- Oversaw and assisted a board of directors at USA Stars Academy, a non-profit, competitive soccer program based in El Dorado Hills, California, and also serving the communities of El Dorado County, Folsom, and the surrounding area.
- Trained kids to their potential while cultivating passion, enthusiasm, and enjoyment of soccer for all of our players.

CRO Executive Forum Leader Renaissance Executive Forums (2021 - Present) Greater Sacramento

Regional Vice President Business Development ST Engineering (2018 - 2020) • Created business development opportunities in Fortune 500 accounts, including initial presentations and successful negotiations of multi-year business relationships. • Focused on the following industries in daily business development activities: Hospitality, Stadiums/Arenas, Conventions Centers, Corporate campuses, and luxury multi-family buildings. • Developed strategic business relationships for the utilization of fully autonomous mobile robots and automated vehicles for daily material distribution, including the use of AI software in a subscription-based model (SaaS and RaaS). • Achieved a reduction in worker injuries, increased the quality of life for valued

employees, reduced worker fatigue on dull repetitive tasks, leveled up duties to increase job satisfaction with interesting work, and helped profitable businesses expand work. • Collaborated with next-generation technologies to increase marketability, reduced labor costs, mitigated liability, provided consistent fixed long-term cost structures that could be forecasted, reduced management costs, protected from labor fluctuation and turnover, and delivered a consistent valued end-user experience.

Skills: • Sales leadership and coaching • Proven sales strategies and methodologies • Business development and strategic planning • Relationship building and networking • Non-profit management and fundraising • Collaborative robotics and AI software