**HEAD OF SALES - CLIENT PARTNER**

A seasoned Sales Executive with over 20 years of demonstrated success in SaaS product sales, pipeline development, and team leadership across various sectors. Strengths include enhancing sales processes, exceeding sales quotas, and fostering strong customer relationships. Well versed in multiple sales techniques such as Solution Selling, Value Selling, SPIN, and Challenger. Technical skills include Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Salesforce, HubSpot, SalesLoft, ZoomInfo, SalesIntel and other sales enablement tools.

Key Accomplishments:

* Directed a team of 13, including 12 Individual contributors and a sales leader in the launch of a SaaS product
* Multiple President’s Club / Circle award recipient
* Authored ‘The Three Wows’, a comprehensive guide on solution sales techniques, addressing the common pitfalls and offering actionable strategies to overcome challenges faced by sales professionals.

**EXPERIENCE**

**Principal, Sales Executive, CoreLogic**

**1/2022 to 7/2023**

CoreLogic provides data and analytics solutions for the real estate, mortgage, and insurance industries. It offers insights, technology, and services that help professionals make informed decisions and optimize their businesses.

* Achieved more than 126% of sales quota for 2022.
* Increased quarterly pipeline by 135% and developed and grew prospects and contacts at 500+ companies for the group.
* CoreLogic Team leader at International Shopping Center Conference in Las Vegas, where we engaged with the top retailers.
* Promoted professional development and developed a culture of performance excellence by delivering leadership and training to cross-functional teams.
* Transformed leads into successful sales by overseeing response to multiple RFPs for data solutions team members.
* Was the group’s Salesloft SME by creating impactful templates and cadences that were utilized by the team.
* Served on internal leadership group to acquire data assets from companies in the home improvement sector. Able to secure data feeds from 3 top companies.

**Vice President: Head of Sales, Buxton**

**11/2020 to 7/2021**

Buxton is a consumer intelligence and analytics firm that assists businesses with site selection and market strategy decisions. They use a combination of data and technology to identify potential business opportunities and understand consumer behavior patterns for their clients.

* Achieved SaaS sales of $1 million in annual NNR within four months of production by directing sales team members.
* Developed and grew pipeline from scratch to more than $6 million in annual NNR. Grew sales pipeline by developing structured sales process, including marketing plans, immediate processing of leads, scheduled follow-up, and best practices
* Launched a SaaS product to market by overseeing strategy, including market segmentation, quarterly sales goals, competitive analysis, customer offerings, and pricing.
* Managed annual budget of $1 million and delivered weekly pipeline updates to senior leadership.
* Was the company’s key contact and presented at events for Bisnow, ICSC, GlobeStreet, and CRETech.
* Recruited, developed, and headed highly experienced and dedicated sales team to achieve revenue targets and enhance lead generation.
* Led team that implemented Salesforce, SalesLoft , and Hubspot

**President: Managing Partner, AMPM Properties**

**1/2018 to 7/2021**

AMPM Properties was a real estate firm specializing in single family residential and multifamily property management across two states.

* Successfully established a collaborative joint venture with a prominent property management firm, wherein we strategically acquired, renovated, and eventually sell a distressed property within a remarkably short time span of 6 months, yielding an impressive 45% profit.
* Conducted market research, along with obtaining financing for these transactions.
* Consistently provided our investors with comprehensive reports, offering a transparent overview of property activities and ensuring a clear understanding of the properties’ financial well-being.
* Strategically divested all properties in the portfolio in 2021, capitalizing on exceptionally favorable economic conditions that marked the peak of the market

**Senior Sales Director (various roles), CoStar Group**

**10/1999 to 11/2018**

CoStar Group is a leading provider of commercial real estate information, analytics, and online marketplaces. They offer comprehensive data on properties, listings, transaction comps, and tenants for various segments including office, industrial, retail, and multifamily sectors. CoStar's platforms, like LoopNet and Apartments.com, connect professionals with properties, tenants, and investors in the commercial real estate market.

* Consistently ranked in the top 20% of the national sales force for over 12 years and in the top three in the Central US Region of over 50.
* Maintained a 97% renewal rate within the book of business within declining economic conditions.
* Won multiple President’s Circle Awards for reaching the top 5% in the national sales force of over 400.
* Generated YOY revenue of $4 million+. Won CoStar Million Dollar Contest.
* Commended for building and maintaining executive-level relationships within commercial community and economic development groups.
* Led five team members while reporting to the Regional Director and Regional Vice President of Sales.

**EDUCATION**

BS in Business Administration, Ohio State University - Columbus

Major: Marketing

Sandler Sales Mastery, Sandler Sales-Gerry Weinberg & Associates