

## EXPERIENCE

### Careerbuilder

*January 2014- Present*

#### Senior Account Executive

- Grew **\$700,000** book of existing business by greater than **20%** in 6 months
- **#1** largest deal sold on team in 2014: **\$160,000**
- **#1** largest new business deal sold on team in 2014: **\$65,000**
- Grew SaaS and data revenue by over **300%**
- Achieved greater than **100%** revenue growth for **3** different clients
- Grew 6 key accounts by **30%** or more
- Grew revenue by no less than **12%** for every single client renewal
- Reduced average discount rate per client over **10%**
- Increased average profit margin per client by more than **5%**

### Automatic Data Processing (ADP)

*June 2012-December 2013*

#### District Sales Manager- Upmarket Hunter

- Over **160%** of quota **7/14** months
- Over **120%** of quota **10/14** months
- **#1** on team in percent of quota **4x**
- **#1** on team in weekly revenue **5x** in fiscal '14
- **#1** revenue in region for fiscal '14 **2x**
- **#1** Associate District Manager revenue in region- July '13
- **#1** in the region for ADP Totalsource opportunities currently in process
- Over **\$150,000** in new revenue from existing client account management
- Appointed team leader and field interviewer for fiscal '14

### Life Time Fitness

*February 2010 -July 2011*

#### Personal Trainer

- Top **20%** producer while in school full time
- Over **100%** of plan in **12/15** months
- Over **130%** of plan in **4/15** months

### College Mobile Deals

*February 2009- May 2010*

#### Director of Sales & Operations

- Created the first mobile-only advertising startup in Chicago
- Over **100%** of revenue goal in every month
- Created profits that facilitated private equity acquisition of the company

## SKILLS & ATTRIBUTES

- Over **4 years** of sales success, both inside and outside
- Extensive training and practice in **equity options** trading
- Project success coding **qualitative data into quantitative statistics**
- Completed all 3 levels of **CBOE** options courses in 4 weeks, while employed full-time
- **Started** mobile advertising franchise at age 21, eventually **acquired by private equity**
- Excellent **verbal, written and digital communication**
- Experience using multiple **trading platforms**
- Creating and delivering **impactful and engaging** closing presentations
- Elite **relationship building and consultative selling**
- **Digital media marketing** including successful video, mobile and blog campaigns
- Proficient in **MS Office** and **Salesforce**

## EDUCATION & ACCREDITATIONS

- **Arizona State University 2012**
  - Bachelor of Science - Communications
  - Graduated on academic scholarship
- **Chicago Board Options Exchange 2013**
  - Beginner, Intermediate and **Advanced Level** Curriculum Completed
- **National Academy of Sports Medicine**
  - Certified Personal Trainer
- **Captain of 2004 state champion football team**
  - Earned college football scholarship
- **Brazilian Jiu Jitsu Champion**