



---

## STRATEGIC SALES PROFESSIONAL

An ambitious individual with a strong determination to succeed who also possesses impressive leadership skills and a deep understanding of customer-centric sales. Having a proven track record of working within a target driven environment and of achieving sales targets consistently. Able to consistently identify and present the most effective solutions to meet customer needs.

---

### KEY SKILLS ASSESSMENT

---

- Self-motivated and service minded.
  - Organized and persistent in follow-through in tasks throughout a long-term sales cycle.
  - Able to sell products in person and via telephone without fear or apprehension of cold calling.
  - Comfortable dealing with high powered executives, the ultra-wealthy, and their financial advisors.
  - Proficient in Microsoft Word, Excel, PowerPoint, and Salesforce.
- 

### PROFESSIONAL EXPERIENCE

---

**NetJets Inc., a Berkshire Hathaway Company**

**New York, New York**

#### SALES CONSULTANT

**2009 - Present**

- Accountable for generating revenue for the organization through cold calling, in-person meetings, qualifying individuals based upon their decision making ability, financial capacity and need/desire for NetJets' services. Responsible for prospecting and lead development in the Northeast, Southeast, Texas, and abroad.
- Generate leads and qualify potential NetJets Owners that are made up of CEO-level decision makers and high net-worth individuals.
- Educate, consult and advise prospective Owners on private aviation and NetJets products through detailed explanations and understanding of individualized needs. Develop and present proposals for individualized product assessment.
- Drive the initial evaluation and qualification of the customer opportunity through a series of verbal and/or written consultations, while simultaneously utilizing third party resources to verify that the opportunity makes good business sense for the company to explore.
- Develop, define and execute segmentation strategy for potential Owners in Salesforce.com and uses segmentation plan to uncover new business opportunities to direct Sales Vice Presidents to prospective Owners.

#### SALES SUPPORT ASSOCIATE

**2007 - 2009**

- Acted as first point of contact for all inbound leads. Collected contact information, provided needs analysis, executed warm transfer to sales executive and provided follow up research to assist sales process.
- Maintained and updated two separate CRM systems in preparation for integration (SLX into SFDC).
- Completed formal requests for proposal or information.
- Acted as the subject matter expert in creating and executing proposals for share, lease and card purchase and/or trade based upon Owner/prospect needs; made recommendations based upon current availability and knowledge of cost structure.
- Assisted in interviewing and selecting candidates. Helped train and integrate new hires.

**HBO**

**Madison, WI**

#### PRODUCTION ASSISTANT

**2006 - 2007**

- Post-Production work on film *Find Me Guilty*.
  - Production Assistant on *Entourage*.
- 

### EDUCATION

---

**Bachelor of Science of History | 2005**

University of Wisconsin, Madison, WI