

A highly successful, well-qualified sales operations and business development professional with more than 15 years of comprehensive experience across multiple business sectors. An innate leader, recognized for driving creative and articulate strategic goals by simplifying complex high demands into high-yield solutions. Entrepreneurial, innovative executive with extensive business development experience within highly competitive markets. Collaborative communicator continually focused on building relationships and promoting synergy.

*Areas of Expertise include:*

- |                         |                                |                          |
|-------------------------|--------------------------------|--------------------------|
| ✓ Fresh Ideas/Marketing | ✓ Market Strategies/Operations | ✓ LexisNexis/Adobe       |
| ✓ Sales Development     | ✓ Start-Up's/Emerging Markets  | ✓ Microsoft Office Suite |
| ✓ Brand Building        | ✓ Salesforce/FACTIVA           | ✓ Market Analysis        |
| ✓ SaaS/Cloud            | ✓ Micro/Macro Strategy         | ✓ Operations Strategy    |
| ✓ Sales Operations      | ✓ Omni Channel                 | ✓ Inspirer               |

### EXPERIENCE & NOTABLE CONTRIBUTIONS

#### **PITNEY BOWES** · San Francisco, CA · 9/2017 – 10/2018

##### **DIRECTOR OF ECOMMERCE BUSINESS DEVELOPMENT**

Contributes for growing Pitney Bowes market share in the emerging market tiers Parcel shipping market in Northern California Bay Area. I am a trusted advisor to C- Level offering strategic solutions for improving the efficiencies and management of Operations. A passionate leader facilitates growth in the field sales channel through competitive displacements, new acquisitions, and organic solution growth to solidify a competitive advantage. I enhance market penetration with a partnerships on ecommerce Logistics, Omni Channel and Supply Chain management. Tracks and penetrates new markets and trends, (i.e. social network ecommerce, Cold Chain Logistics), and guides long-term objectives for needs.

##### **KEY ACCOMPLISHMENTS:**

- Effectively manage a multimillion dollar base and generate an eight figure pipeline of Partnership opportunities
- Assist Sales Teams as USPS SME on Requirements & Solidifying local USPS upper management relationships with PB
- Initiated 13 Opportunities that were transferred to VP's resulting in over \$17m in new revenue.
- Creating Impactful Comparative and Competitive Carrier analysis

#### **US POSTAL SERVICE** · San Francisco, CA · 5/2012 – 8/2017

##### **SENIOR SALES EXECUTIVE, SOLUTIONS SPECIALIST**

Develop GTM strategies for new P2P marketplaces that leverage sales, operations, and new product market development; assist in opening new business markets with new products and operational solutions. Expand existing customer relationships, while simultaneously accelerating the value chain. Known as the SME for shipping. Assist with sales and operations success for new hires, marketing, and case studies created for replication nationwide. Analyze market/financial business intelligence for product solution trends and strategies to target opportunities. Forecast, plan, implement, and track/monitor success strategies that identify high-growth business potential.

##### **KEY ACCOMPLISHMENTS:**

- Recognized for consistently breaking domestic/international sales, and for being the first to launch new product solutions, and national sales agreements.
- Routinely ranked as the top producer, quarter over quarter. Continually able to take away from major world-class enterprise competitors including FedEx and UPS.
- Partner with the District Operations Executive team to set/evaluate performance goals.
- Nurture key business relationships to build \$40M+ performance results.
- Conduct a needs analysis by identifying emerging market segments and sharing best practices. Manage/coach other managers and staff on sales implementations to ensure growing revenues.

#### **COPPER MOBILE, INC.** · Santa Clara, CA · 4/2011 – 12/2011

## STRATEGIC ACCOUNT EXECUTIVE, DIRECTOR

Directed the Western Regional Office, reporting directly to the VP of Sales, CFO, CMO, and CEO. Signed new partnerships and custom software development contracts, from Enterprise Class Fortune 100 accounts - SMB. Identified and coached areas for growth; negotiated and finalized new contracts, and project managed software app development.

### KEY ACCOMPLISHMENTS:

- Achieved #1 Top Sales person status for 2011, nationwide.
- A proven top performer by exceeding quota by 105%; consistently achieved highest close rates.
- Awarded Most Tech Savvy for being In The Know App technology marketplace Yammer blogs.
- Consistently increased 35% of the entire monthly revenues until the office closed.

**O'HARA CONSULTING** · Silicon Valley Bay Area, CA · 2/2007 – 6/2011

## BUSINESS DEVELOPMENT CONTRACT SALES PROFESSIONAL (CSP)

Utilized Salesforce for SMB; reported to VPs and Founders. Instrumental in identifying new markets and executing sales action plans that increased revenue for clients up to 63%. Demonstrated superior project management and savvy sales.

### KEY ACCOMPLISHMENTS:

- Innovated and created sales campaigns, cold/warm calls, and follow-ups; managed cross-functional teams.
- Identified/signed new business partnership deals. Software/SaaS clients included Cloudmark, Central Desktop (PM), and Teambox.

**ORACLE** · Redwood Shores, CA · 8/2006 – 2/2007

## CORE TECHNOLOGY SALES REPRESENTATIVE

Successfully ignited a stagnant territory with flat sales by rebuilding named account customer relationships. Architected Oracle software license solutions and managed/closed sales opportunities through forecasting, resource allocation, account strategy, and planning. National clients included Caterpillar and Experian.

### KEY ACCOMPLISHMENT:

- Increased sales 17% for the 10g database division through partner channels, demand generation, and targeted campaigns to existing Oracle customer base and new accounts; held discovery meetings on license auditing.

**BELLA DOLCI, INC.** · San Francisco, CA · 6/2003 – 8/2006

## CO-FOUNDER SALES AND MARKETING

Owned/operated the retail business that sold a sophisticated, luxury apparel line. Developed the store brand, completed end-to-end sales cycle; identified, developed, positioned, marketed, and sold fashion-forward designs. Conducted a SWOT analysis to determine the luxury and “urban chic” lifestyle target markets.

### KEY ACCOMPLISHMENTS:

- Created a network of luxury retail accounts and nationwide retailers in Los Angeles, San Francisco, Las Vegas, and New York, while managing a sales team of six at the flagship Santana Row location.
- Created marketing materials, and directed media relations in lifestyle magazines and events.

*Additional professional experience as a Director of Sales with Infinia Systems Senior Account Executive with Cable & Wireless, USA; National Account Sales Consultant with MCI; and as a Corporate Sales Manager with HiQ Systems, Inc.*

## EDUCATION

### Bachelor of Science

### Information Systems Management, eCommerce

UNIVERSITY OF SAN FRANCISCO | San Francisco, CA, USA