

PIS Executive Profile

Position: Business Development Executive

Location: Chicago, IL

Relocate: Yes No Possibly



CID#: 222829

EXECUTIVE CANDIDATE PROFILE

An entrepreneur and business executive with a variety of experience, including ERP to SaaS, digital marketing to education technology, and hospitality to real estate. Has advised executives of early-stage companies, lead operations and finance, product, sales, and customer success efforts.

Possesses a strong focus and background in problem solving and relationship building across C-suite to drive business expansion and customer growth for rapidly scaling customer-centric businesses.

Summary of Qualifications

Business Development: Contract and Deal Creation

Market Development: Sales Prospecting and Onboarding

Sales Leadership: Technique and Team Development

Problem Solving: Process Development and Improvement

Client Education and Sales Training Development

C-Suite Relationship Management Expertise

Excellent in Written and Verbal Communication

Public Speaking: Engaging, Articulate, Experienced

Strong Real Estate and Technology Background

■ Recognition / Achievements

- *Secured \$3.5M in equity funding to build tech and hire team for founding of real estate investment management software company startup.*
- *Developed sales and customer service, prospected, closed, and onboarded 500+ customers.*
- *Successfully expanded tech product into capital markets services sourcing \$300MM in equity placements for multifamily deals.*
- *Lead company from founding to \$2B in transactions, 1,000 deals, and 20,000 investor users with 28 full-time employees.*

■ Education / Designations

- *BS, Hospitality Administration*