

JAMIE BUTLER

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SALES / BUSINESS DEVELOPMENT PROFESSIONAL

Marketing, sales, and account executive with 20+ year professional track record establishing client relationships to develop new business for optimum revenues. Expertise in product marketing, channel planning/management, and technology products across multiple industries. Demonstrated to target highly profitable creative solution architecture for large accounts. Proven ability to perform comprehensive needs analysis to discover opportunities and design solutions. Strong communication, presentation, and negotiation skills used to close product/service sales at all levels.

Sales Management • Technical Products • New Business Development • Relationship Cultivation
Solution Selling • Consultative Sales • Negotiations • Channel Development • Client Acquisition/Retention
Account Management & Penetration • Contingency Planning • Business-to-Business (B2B) Sales

PROFESSIONAL EXPERIENCE

LONE PINE PARTNERS, Silver Spring, Maryland

2006 to Present

Marketing Executive

Collaborated directly with clients to develop marketing collateral, streamline telecommunications services, and create/implement marketing strategies according to individual client needs analysis. Identified tactics to improve performance across the board. Developed action plans including marketing initiatives, website services, project management of telecommunications improvement, and emerging communications technologies for online customer service applications.

- Delivered a 29% savings for a client on the acquisition cost for a new telecom system.
- Closed a \$60,000 IP contact center solution for a company in document handling services.

TELTRONICS, Whitestone, New York

2005 to 2006

Regional Account Executive

Identified and qualified sales leads for new business development. Developed and managed a sales pipeline. Pursued opportunities for channel growth and expansion, including expansion into government/public school accounts in New Jersey. Advised product management on market characteristics and product requirements for further sales growth.

- Created telecommunications solution proposals and delivered them to small and medium businesses, amounting to more than \$1.87M in proposed service value.
- Closed a \$158,000 IP solution contract with an international food service distributor.

EXPRESS ONE, Hasbrouck Heights, New Jersey

2004 to 2005

Account Executive / Account Manager

Developed new business, selling shipping solutions to businesses locally and nationwide. Launched the company's satellite office in New Jersey and established its initial client list and target client list. Routinely exceeded performance standards, mastering a new market with minimal training.

- Developed a profitable customer base of 93 accounts in 9 months.
- Outperformed key indicators, exceeding monthly profit objectives by as much as 42%, reaching over \$5,600 in profit per month.

LONE PINE PARTNERS, Silver Spring, Maryland

2002 to 2004

Marketing Executive

Advised clients on channel growth and business diagnostics. Addressed clients' struggles in conducting business in industries including automotive, real estate, infrastructure services, and communications services. Developed action plans including marketing initiatives, website services, project management of telecommunications improvement, and capital improvements for real estate.

- Developed sales channels and closed 23 new advertisers for a local print phone directory.
- Closed 26 advertising customer accounts for a college freshmen guide book.

XO COMMUNICATIONS, Paramus, New Jersey

2001 to 2002

Account Executive

Developed new business among major national accounts, targeting Fortune 1000 corporations. Evaluated potential clients' connectivity and proposed creative solutions to bring higher efficiency in business operations. Offered cost-savings infrastructure services such as integrated audio/web/video conferencing and DS-3 circuits to promote internal productivity to targeted companies. Collaborated with clients in multiple industries to build integrated telecommunications services and product deployment to increase business performance.

- Delivered \$1.32M in aggregate new business within 12 months.
- Achieved YTD sales performance exceeding 91% on an aggressive monthly sales quota.
- Delivered sales and coordinated delivery of \$249,000 in broadband services across 11 locations in multiple states for a national airline service firm.

CONVERGENT COMMUNICATIONS, INC., New York, New York

2000 to 2001

National Accounts Executive

Managed sales pipeline and service for major accounts nationwide. Developed new business in telecommunications systems and services. Supplied clients with exceptional service and outstanding solutions architecture, diagnosing client requirements and providing appropriate solutions. Deployed Cisco and Nortel data hardware to address various clients' needs.

- Sold \$453,000 in telecom and computer solutions within an 8 month period, including a \$120,000 Audio and Web conferencing solution for an OEM geared to financial institutions.
- Negotiated/closed a \$200,000 hardware & telecom systems jumbo lease with a national insurance brokerage.
- Proposed a 66-node Frame Relay solution with managed Cisco hardware to a drugstore chain.

MCI WORLDCOM, Cedar Knolls, New Jersey

1999 to 2000

Major Account Executive

Managed accounts with Fortune 1000 clients in northern New Jersey, creating and closing sales of On-Net enterprise services suite. Sold networking services including frame relay, virtual private networks, point to point, and voice to fulfill client enterprise requirements. Evaluated business needs and delivered appropriate solutions, highlighting operational and long-term strategic efficiency, applying Cisco and Nortel data hardware.

- Exceeded sales quota, selling more than \$700,000 in new broadband services.
- Salvaged a frame relay network worth \$670,000 by resolving untimely billing, personnel complications, and miscommunication across departments.
- Sold a customized solution valued over \$650,000 by diagnosing needs analysis and presenting recommendations to executive-level officers.

IWATSU AMERICA, INC., Carlstadt, New Jersey

1989 to 1999

National Accounts Manager

Sold telecommunications enterprise services and products to major national corporations, regularly exceeding objectives by developing strong networks and selling strategic business solutions that achieved profitable margins for clients. Developed a key client from a \$45,000 account to a \$3.2M account by strategically delivering custom solutions to solve critical business needs.

- Sold an excess of \$9.25M in products and services over 7 years, reaching up to 28% beyond quota.
- Coordinated more than 2,000 system installations through authorized distributors in 41 states over 8 years.

EDUCATION & CERTIFICATION

Master of Business Administration in Computer Systems and Information Science

PACE UNIVERSITY, New York City, New York

Bachelor of Science in Marketing

ST. JOHNS UNIVERSITY, Jamaica, New York

Project Management Professional (PMP) Certification