

BRANDI VON TABOR

WWW.BRANDIVONTABOR.COM

Alpharetta, GA | (404) 960-7111 | brandivontabor@gmail.com

ACCOMPLISHED CANDIDATE FOR DIRECTOR OF SALES

Driving significant results through business insight, strategic planning, and team leadership

- Accomplished and results-driven Sales Leader with expertise leading strategic planning, territory management, key account management, team performance, and revenue growth. Actively seeking to join a world-class organization as Director of Sales.
- Expertise in building effective strategies that substantially increase revenue while improving market share and sales effectiveness; with First American Home Warranty, assembled and manages a 10-person team driving sales throughout six states in the Southeast, ranking first in the division for four years.
- A demonstrated record of success marked by a history of stellar revenue growth and operational excellence with roles with First American Home Warranty, Allstate Roofing, and Crye-Leike Realtors.
- An effective strategist who leverages an unwavering commitment to excellence to build and lead strong sales teams, consistently delivering positive results in challenging and highly competitive industries.

"I brought Brandi back onboard knowing her superior leadership characteristics and strong work ethic would give her team the new motivation it so desperately needed. In a very short time with her determination and drive for success, her region began to improve and continues to break new production records."

VP of Sales, Eastern Division

AREAS OF EXPERTISE

- Skilled in Business Development & Sales
- Driving Revenue and Profit Growth
- Defining Account Management Strategy
- Developing Robust Business Relationships
- Expertise in B2B Sales
- Managing Broad Geographic Territories
- Building and Leading Strong Teams
- Well Versed in Market Penetration
- Competing in Challenging Markets
- Surpassing Performance Targets

Professional Experience

2005 to Present • FIRST AMERICAN HOME WARRANTY • City, ST

First American Home Warranty provides service contracts that provide homeowners with coverage for unexpected repair or replacement costs due to break downs of home appliances and systems.

A demonstrated record of success and achievement, marked by a series of promotions to positions of increased influence, authority, and accountability.

Regional Sales Manager – Southeast, Promoted from Area Manager

Fulfills a critical role driving revenue, with a focus on securing agreements for home warranties with realtors throughout the Southeast. Built, trained, and leads a 10-person team of top-performing area managers dedicated to building new business and accelerating sales across six states.

- Outstanding results, increasing territory revenue by 41% while expanding market share by 15%. Ranked with the top sales in the division for the past four consecutive years.
- Achieved distinction for managing the only five representatives to meet goal in 2022 out of 100 sales professionals nationwide.
- Fosters a culture of professional support and engagement, maintaining the highest level of employee retention of nine teams.

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- Reinforces consistent quality and delivery throughout the Sales team by introducing templates and best practices. Wrote a training manual that has been adopted for use throughout the entire company.
- Served as the architect of the culture-based HEART program that has served as the foundation for a 4% increase in contract renewal rates and a 28% gain in customer service ratings.
- Established Go to Market strategies for new, continuing, and renewal customers.
- Continually identifies opportunities for improvement throughout the Sales organization, leveraging Lean and Six Sigma methodologies.
- Contributes additional service as a member of the Diversity, Equity & Inclusion Task Force.
- Recognized with the First American Excellence Award in 2010.

2007 to 2009 • ALLSTATE ROOFING INC. • City, ST

Allstate Roofing is a full service roofing company with a specialty in commercial multi-family dwellings, high rise & mid-rise buildings, shopping malls and strip centers, institutional buildings, manufacturing, wholesale, and distribution facilities.

Operations and Marketing Manager

Led vision, strategy, and execution for nationwide operations with \$2.5MM in gross revenue. Scope of accountability included marketing strategies and campaigns, the development of sales material, and the oversight of teams of sales professionals.

- Launched a new division, leading to 400% revenue growth.
- Successfully improved revenue by 20% through increased account penetration in a challenging economic climate.

EARLY CAREER

Director of Career Development (Contract Role), Crye-Leike Realtors

Education & Professional Credentials

UNIVERSITY OF GLOUCESTERSHIRE Master's Degree in Business Administration

Jay Shetty Certification Program

AC Coach Accreditation

DEI Certified Ally

Certified Lean In Circle Leader

Licensed Real Estate Agent

Professional Affiliations

Member, National Association of Realtors

Member, Atlanta Association of Realtors

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Member, Leanin.org

Member, Jay Shetty Coaching Club