

# BRANDI VON TABOR

Alpharetta, GA | (404) 960-7111 | [brandivontabor@gmail.com](mailto:brandivontabor@gmail.com) | [HTTP://WWW.BRANDIVONTABOR.COM/](http://www.brandivontabor.com/)

## ACCOMPLISHED DRIVER OF EXCELLENCE

*Driving significant results through business insight, strategic planning, and driving revenue*

- 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 Sales executive in a remote work model.
- Expertise in building effective strategies that substantially increase revenue while improving market share and sales effectiveness; with First American Financial Corporation - Home Warranty, assembled and manages a 10-person team driving sales throughout six states in the Southeast, ranking within the top 2 for growth 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. Additionally, served as COO and Partner with Siena Group Realtors, achieving 4000% growth in under two years.
- An effective closer who leverages an unwavering commitment to excellence to build and maintain a client base, consistently delivering positive results in challenging and highly competitive industries.

*"Brandi is truly talented at organizational change management. I had the pleasure of working with Brandi for several years, where she is an outstanding sales leader...Brandi co-led a critical culture project for me. She demonstrated passion, creativity, and high execution leading this project."*

*Quote from Former Colleague, SVP of Operations*

### AREAS OF EXPERTISE

- Skilled in Business Development & Sales
- Driving Revenue and Profit Growth
- Defining Operation, Marketing & Sales Strategy
- Developing Robust Business Relationships
- Expertise in B2B Sales
- Breaking Down Silos
- Overseeing Cross-Functional Projects
- Managing Broad, Decentralized, and Remote Territories
- Building and Leading Strong Teams
- Well Versed in Market Penetration
- Competing in Challenging Markets
- Surpassing Performance Targets

## Professional Experience

**2005 to July 2024 • FIRST AMERICAN FINANCIAL CORPORATION – HOME WARRANTY DIVISION • Remote**  
*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, coached, and led a 10-person team of top-performing area managers dedicated to building new business and accelerating sales across six states. Excels in the remote leadership of a decentralized team.

- 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 five representatives out of 15 in the division to increase sales production in 2022, with a total sales force of 50.
- Fosters a culture of professional support and engagement, maintaining the highest level of employee retention.

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- Reinforces consistent quality and delivery throughout the Sales team by introducing templates, processes, methods, 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 company-wide operational KPIs and a 28% gain in improved 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 Team
- Recognized with the First American Excellence Award in 2010 and 2020.

## 2007 to 2009 • ALLSTATE ROOFING INC. • Olathe, KS

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 marketing and 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  
Owner/Partner, Chief Operating Officer, Siena Group Realtors

## Education & Professional Credentials

### UNIVERSITY OF GLOUCESTERSHIRE - Master's Degree in Business Administration

Emerging Leaders  
Great Field Leader Workshop  
MAPS Leadership Program  
Women in Leadership  
Jay Shetty Certification Program  
AC Coach Accreditation  
Certified Lean-In Circle Leader  
Licensed Real Estate Agent

## Professional Affiliations

Member, National Association of Realtors  
Member, Atlanta Association of Realtors  
Member, Leanin.org  
Member, Jay Shetty Coaching Club  
Member, Acquisition Ace