

RONALD “MACEO” WRIGHT, M.A.

AWARD-WINNING GLOBAL SALES EXECUTIVE
ENTREPRENEUR | INDUSTRY SPEAKER | INTEGRATOR



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"I'm sharing what I've learned with others and helping them become catalysts to change how we envision organizational leadership. Empowering new techniques can bring agility, motivation, happiness, and success like never before."

SKILLS

Salesforce Pipeline Management
Training & Facilitation
Advanced Consultative Sales
Process Knowledge
Sales Enablement Outreach
Technology Demonstrations
New Business Development
Software Solutions Selling
Account Management
P&L | Budget Analysis
Project Management
Sales Enablement
Whitespace Analysis
Artificial Intelligence (AI)
Marketing | Data Analytics
SaaS Cloud-based Solutions

RECOGNITION

Integrating Art with At-Risk Youth
Ronald E. McNair
Post Baccalaureate Program

University of Minnesota Duluth
Art Donor Scholarships (2003)
Isaac & Rose Gershgol Scholarship
School of Fine Arts (SFA)
Olive Anna Tezla SFA Scholarship
Mitchell & Schissell Scholarship
Cheng-Khee Chee Art Scholarship
Raymond W. Darland Scholarship

Sept 2023

Whom It May Concern,

In my present capacity, I am at the helm of cultivating an empowered and high-achieving collective of teams, spanning commercialization, pre-sales, operations, customer success, and business development. This dynamic ecosystem thrives under my leadership, driven by a shared commitment to excellence. Our overarching goal is to not merely transact business, but to sculpt an indelible customer experience that radiates across the domains of Life Sciences, Fast Moving Consumer Goods, and Consumer Health.

At the heart of our strategy is a resolute dedication to placing the customer experience at the forefront of our endeavors. I steer this formidable team on a global scale, spanning various time zones and continents. This commitment is reflected in our rigorous adherence to global working hours and a 35% travel engagement, allowing us to foster meaningful relationships and tailor our services to resonate with diverse markets.

In addition to steering this multifaceted ensemble, I bear direct responsibility for selling to C-Level executives within the Fortune 100 and Fortune 500 echelons. My engagement is characterized by strategic insights and a deep understanding of our clients' unique needs, which are pivotal in forging transformative partnerships that drive growth and success.

By skillfully orchestrating this multifarious orchestra of teams, spearheading global initiatives, and directly engaging with industry leaders, I play a pivotal role in transforming the commercial landscape. My leadership resonates in our collaborative pursuit of customer-centric excellence, driving results that transcend mere transactions to shape remarkable and enduring customer experiences.

Sincerely,

Ronald Maceo Wright

Enclosure