**ANDREW MARTIN**
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**Strategic Account Planning | Consultative Selling | Stakeholder Management | Sales Presentations**

A collaborative Sales Professional with 20+ years of experience driving new business. Proven self-starter and a natural sales closer with the talent to trigger high-volume results and account expansion. Demonstrated ability to align cross-functional teams, stakeholders, and clients across a business landscape, centering objectives to deliver improved outcomes. Excellent presentation skills with the ability to showcase solutions to C-Suite Executives and business units across organizations.

* Experience driving seven-figure revenue streams by developing accounts and targeted prospecting plans.
* Cross-functionally collaborate with internal stakeholders to develop product solutions that exceed customer needs.
* Leverage CRM Systems and technology to deliver key insights to leadership supporting critical business decision-making.
* Orchestrate improved sales outcomes by training Account Managers in sales prospecting and account planning.

**SKILLS & KEY COMPETENCIES**

Microsoft Office 365 | Microsoft Dynamics | Salesforce | HubSpot | ZoHo | Google Slides & Docs

Tableau | SharePoint | Salesloft | 6Sense| ZoomInfo | Seamless.AI | Insight | DemandBase

**PROFESSIONAL EXPERIENCE**

**Biometric Signature ID | Remote**

***Senior Director Business Development*** 10/2022 – Present

Developed sales plans and outreach strategies to establish BSI at the enterprise level into new verticals and logos focused on Cybersecurity, Fintech, eCommerce, and IT.

* Delivered enterprise level solution presentations to the C-Suite.
* Utilized ZoHo CRM to manage complex projects with new logos and existing clients.
* Produced monthly and quarterly reports to analyze individual sales performance and reported metrics to leadership.
* Maintained employee relationships by developing career progression roadmaps and promoting AM growth.

**Corporate Sales Division of Best Buy Business | Remote**

***Senior Strategic Account Manager – Single & Multi Family/Builder Division***08/2021 – 10/2022

Owned full accountability for driving new business across the Builder/MDU vertical to provide the Top 100 single and multi-family builders with full turn-key appliance suites, pre-wire services, and smart home products. Cultivated relationships with an account base of 50 clients to develop plans that drove the execution of strategic business goals. Served as single point of contact throughout the sales cycle to ensure client satisfaction and facilitate project delivery.

* Leveraged a consultative sales approach to support a $500M to $1B expansion of the Best Buy Business channel.
* Shattered $5 mil annual sales quotas (FY21 – 247%/ FY22 – 137%) by executing prospecting plans.
* Created a new revenue stream vertical by developing a long-term relationship as a secondary supplier.
* Partnered with Pre-Sales Engineers and Geek Squad Service teams to coordinate appliance and device installations.

**Corporate Sales Division of Best Buy Business | Remote**

***Strategic Account Manager – Single & Multi Family/Builder Division***03/2020 – 08/2021

Recruited to roll out a new Best Buy Business vertical to target single/multi-family builders. Cross-functionally interfaced with business units to execute appliance and smart home device installations. Oversaw and managed the sales cycle from concept to completion. Provided exceptional customer service to accounts to identify needs and communicate quick resolutions.

* Exceeded $4 mil sales quota (FY20 – 323%/FY21 – 247%) by building consultative, long-term relationships with clients.
* Rebuilt a book of business by developing sales prospecting plans that addressed clients’ critical business objectives.
* Produced and leveraged CRM reports to remain informed on sales prospecting trends and forecasts.

**Corporate Sales Division of Best Buy Business | Remote**

***National Account Manager – Enterprise***12/2013 – 03/2020

Executed the sales process to support enterprise clients across North America with Business and Enterprise Grade AV/IT solutions, service, and SaaS in a B2B sales environment. Developed sales plans and targeting strategies that focused on Fortune 500/1000 clients such as Amazon, Microsoft, Facebook, Google, Qualcomm, and Zones. Interfaced and met with clients, virtually and on-site, built and maintained relationships with clients, and performed logistics to successfully close sales.

* Hunted large enterprise clients which resulted in exceeding $3 million sales quota six years in a row: FY14 - 102%, FY15 - 110%, FY16 - 118%, FY17 - 161%, FY18 – 122%, FY19 – 197%, FY20 – 323%
* Served as a trusted business advisor and achieved multiple quarters as #1 with company-leading performances.
* Selected by leadership to onboard eight Strategic Account Managers while maintaining less than a 2% churn rate.
* Facilitated improved sales outcomes by training account managers on sales prospecting and closing strategies.
* Drove incremental growth by enabling strategic vendor partnerships with a vast ecosystem of OEM partners on account planning, joint client-visit execution, and well-choreographed opportunity management.
* Collaborated with sales leaders to develop monthly, quarterly, and annual team business forecasts.
* Rolled out an initiative in partnership with COVID Tech Connect and The Giving Back Fund to provide 10,000 Samsung tablets embedded with Knox Security (SaaS) to hospitals and ensure communication with loved ones during Covid-19 which generated $2.5 million dollars.
* Partnered with Qualcomm to issue technology/software and facilitate the [Qualcomm Small Business Accelerator Program](https://www.qualcomm.com/covid-19/qualcomm-small-business-accelerator-program) which generated $1.5 million dollars.

**EDUCATION**

**Bachelor of Arts, Communications & Sociology** | University of California San Diego