

# Jeff Hamby CDT, LEED GA

the.jeffhamby@gmail.com

303.933.1561

[linkedin.com/in/jeffhamby](https://www.linkedin.com/in/jeffhamby)

## Summary

SENIOR ACCOUNT, SALES & MARKETING MANAGEMENT PROFESSIONAL

25+ years' leading sales, training, and business development excellence

Dedicated, self-directed Account Sales and Marketing Management Professional with over 25 years of continually progressive experience in account sales, strategic planning, stakeholder relationship development, and multidisciplinary team collaboration. Results-oriented sales leader with the proven ability to apply industry knowledge in order to drive new business despite complex selling challenges. Dynamic communicator recognized for cultivating long-term professional relationships and consistently exceeding performance objectives in support of bottom line results.

HIGHLIGHTS OF EXPERTISE

- Sales & Account Management
- Consultative/Integrated Sales
- Team Development & Training
- Customer Relationship Building
- Presentations & Public Speaking
- Construction Go-To-Market Strategy
- Customer & Sales Interactions
- Market Share Analysis
- CRM: Siebel & SalesForce.com
- Microsoft Office Suite

## Experience



### **District Sales Manager**

Rockfon North America

May 2020 - Present (2 years 8 months +)

Work with Architects, Builders and Distributors to promote a full line of Acoustical Ceiling products.

Grow revenue by building relationships and developing new firms. Work with supply chain and pricing issues to ensure a favorable outcome for client and corporation.

- Grow and maintain the relationship with the largest volume distributor in the US.
- Design and execute a long term business plan to grow business and increase speciality metal sales.
- Bring Architects, Builders and Distributors together to make sure that all specifications became installations.
- Represent the organization at industry events, trade shows, and organizational meetings.



### **Senior Architect Design and Sales Manager**

Cosentino North America

Mar 2016 - May 2020 (4 years 3 months)

Promoted to develop, manage and grow Cosentino's product awareness, acceptance and sales to the contract design & commercial segments for both interior and exterior applications.

Actively identify, pursue, and increase sales and brand loyalty by calling on architects, designers, fabricators, developers and related contractors while coordinating and collaborating with other members of Cosentino Sales Team.

- Collaborate in a senior role working directly with corporate team to develop sales and marketing strategy, train and develop team members
- Design and execute a long term business plan to grow awareness of legacy products and new offerings in the marketplace.
- Close the loop between specifier, distributor and end user in order to increase and hold market share.
- Represent the organization at industry events, trade shows, and organizational meetings.
- Discovered new avenues and grew market share in flooring and facade projects.



## **Senior Account Manager**

McGraw Hill

Jan 2005 - Jan 2016 (11 years 1 month)

Promoted to oversee the cultivation and maintenance of new business accounts, which required communicating of the Dodge value proposition to general contractors and building product manufacturers.

- Design and deliver long-term business plan, which direct led to the identification of new client relationships.
- Leverage the use of social media tools in order to grow brand awareness to an international market.
- Represent the organization at industry events, trade shows, and organizational meetings, and presented Dodge Construction Outlook to the CSI chapter.
- Recognized as the Top New Business Growth Performer.
- Strategically maintained 100% of opening bank of business, and increased revenue by 6% in 2015.



## **Chapter President**

McGraw Hill

Jan 2003 - Jan 2005 (2 years 1 month)



## **Sales Manager**

McGraw Hill

Jan 2001 - Jan 2003 (2 years 1 month)



## **Training Specialist**

McGraw Hill

Jan 1993 - Jan 2001 (8 years 1 month)

## **Education**



### **University of Denver**

Master's Degree, Organizational Leadership



## **Montana State University-Bozeman**

Bachelor of Arts, Public Relations, Advertising, and Applied Communication



## **Villanova University**

Certificate , Lean Six Sigma

## **Licenses & Certifications**



**Certified Document Technologist (CDT) - CSI**



**LEED Green Associate - USGBC-Los Angeles**

## **Skills**

market planning • Lead Generation • Social Media Marketing • Negotiation • Public Speaking •  
Business-to-Business (B2B) • Enterprise Software • Construction • Sales Processes • Lead Generation