

Bobby Blackmon

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Professional Summary

Dynamic and results-driven Business Development Account Management Executive with 20 plus years experience in driving revenue growth, building strong client relationships, and presenting innovative solutions to C- Executives and Enterprise level accounts. Proven track record of successfully prospecting and identifying new business opportunities. Leading contract negotiations, and managing the entire sales cycle from lead generation to deal closure. Adept at collaborating with cross-functional teams to develop tailored strategies and deliver exceptional client service. Skilled in using CRM software, conducting market research, and analyzing industry trends to stay ahead of the competition. Strong leadership abilities with a focus on team development and fostering a positive work environment. Committed to continuous improvement and achieving excellence in every endeavor.

Authorized to work in the US for any employer

Work Experience

Business Development & Account Manager Executive

Thriveon Information Technology Inc.-Miami, FL

July 2024 to Present

- Identified and pursued new business opportunities, resulting in 40% increase in new revenue within my first 2 months of employment.
- Manage and grow a portfolio of enterprise-level accounts, ensuring customer satisfaction and identifying opportunities to increase share of spend across our comprehensive portfolio such as security, streamline IT services, OEMs and VARs.
- Identify and pursue new business opportunities for the firm via, SMS, email ,social media, Sales Navigator /LinkedIn , Sales Intel. Make outbound cold calls and emails daily. Attend industry events, conferences, and networking functions to expand the firm's client base and promote its services.
- Created strategic partnerships with C- level industry leaders to expand market reach and drive growth.
- Led negotiations for major contracts, resulting in successful deals with C-level Executives.
- Analyzed market trends and competitor activities to identify potential areas for business expansion.
- Collaborate with cross-functional teams to develop innovative solutions tailored to client needs.
- Managed the entire sales cycle from lead generation to contract negotiation and closing deals.
- Conduct product presentations and demonstrations to prospective clients, highlighting key features and benefits.
- Utilized HubSpot CRM software to track leads, manage pipeline, and generate accurate sales forecasts.
- Collaborate with marketing team on the creation of promotional materials such as brochures, case studies, and presentations.
- Build strong relationships with key decision-makers within target companies.
- Conducted competitive analysis regularly to stay informed about industry trends
- Implemented lead nurturing campaigns to convert prospects into qualified leads.
- Team Leader, providing guidance and support to ensure successful completion of projects.
- Implemented effective communication strategies to foster collaboration and improve team productivity.
- Create performance metrics and track key indicators to evaluate performance.

- Attend and lead regular meetings with the team to discuss progress updates, address challenges, and provide guidance on project priorities.
- Demonstrate strong problem-solving abilities when faced with unexpected challenges or obstacles.

Senior Business Advisor

Generational Equity-Plantation, FL

July 2023 to July 2024

- Client Relationship Management: Develop and maintain strong relationships with C-level Executives , understanding their business needs, goals, and objectives. Act as a trusted advisor.
- Strategic Planning: Provide strategic guidance to C-level Executives regarding growth, value, succession planning and exit strategies.
- Team Leadership: Mentor , recruit and lead junior team members in the firm. Collaborate with colleagues from different departments to deliver integrated solutions to clients and to senior management.
- Market Research: Conduct market research and industry analysis to identify potential opportunities for clients. Stay informed about market trends, competitive landscape, and emerging technologies that may impact clients' businesses.
- Communication and Presentation: Prepare and deliver presentations to clients, stakeholders, and internal teams. Clearly communicate complex financial and strategic concepts in a concise and understandable manner.
- Networking and Business Development: Identify and pursue new business opportunities for the firm via SMS, email ,social media, sales navigator /LinkedIn . Make 100-150 outbound cold calls daily. Attend industry events, conferences, and networking functions to expand the firm's client base and promote its services.
- Awards and accomplishments: Awarded SBA of the month and was ranked #11 out of 64 SBAs within 90 days of employment for my passion, commitment, accountability professionalism, and contributions to the firm.

Senior Sales Executive Manager

Unsecured Solutions LLC.-Fortlauderdale FL.

December 2020 to July 2023

- Developed team communications and information for Senior Leadership meetings.
- Managed and performed short and long term sales close.
- Director responsible for leading a team of 10-25 Senior Sales Associates and Quality Assurance Specialist.
- Provide company product training, mentoring and support to sales staff and customer service staff of 10-50 .
- Conduct weekly sales meetings and monthly 1 on 1's.
- Managed quality assurance programs including onsite evaluations, internal audits and customer surveys.
- Monitored social media and online sources for media trends.
- Work with C-level Executives to understand needs, requirements and provide exceptional customer service.
- Maintained agile responsible organization with sustained revenue growth by monitoring industry forecast, honoring budgets and adjusting marketing strategies.
- Coached sales associates in product specifications ,sales incentives and selling techniques, increasing customer satisfaction.
- Coordinated leadership workshops to educate team members on best practices to optimize productivity.
- Delivered business strategy and developed systems and procedures to improve operational quality and team efficiency.
- Applied performance data to evaluate and improve sales target to current business conditions and forecast needs.

- Make 40-60 plus outbound cold calls, emails, text messages daily or 200 plus minutes of talk time.
- Receive inbound phone calls.
- Negotiate provide program and product proposals and contracts via zoom, microsoft teams and face to face presentations.
- Provide constant and efficient follow up.
- Meet and exceed sales quotas.
- Run credit reports to review and analyze credit worthiness
- Provide funding from \$50,000 to \$1.5 mil.
- Download and uploaded contracts, credit reports into CRM and assign to LP.
- Run daily and weekly reports for Agents activity and sales forecast.
- Run reports for weekly, monthly annually revenues.
- Run reports to analyze marketing productivity.
- Set up and lead Zoom video meetings for weekly updates and Q&A with team members.
- Provide training for all new sales hires and review employment applications.
- Meet with senior staff to set weekly and monthly and annual goals.

Chief Operating Officer

Restore My Credit-Lake Worth, FL

April 2015 to July 2019

- Maintained agile, responsible organization with sustained revenue growth by monitoring industry forecasts, honing budgets and adjusting marketing strategies.
- Led operational oversight and budgetary supervision.
- Built and strengthened productive and valuable industry partnerships to drive collaboration, engagement and revenue stream development.
- Coached sales associates in product specifications, sales incentives and selling techniques, increasing customer satisfaction.
- Identified and capitalized on community business opportunities with effective networking.
- Coordinated leadership workshops to educate team members on best practices to optimize productivity.
- Supported regulatory compliance by overseeing all audits to verify protocol adherence.
- Trained, coached and mentored staff to ensure smooth adoption of new sales program.
- Launched business management software system.
- Delivered business strategy and developed systems and procedures to improve operational quality and team efficiency.
- Enforced quality assurance protocols to deliver ideal customer experiences.
- Applied performance data to evaluate and improve operations, target to current business conditions and forecast needs.

Certified Credit Counselor, Independent Contractor

Federated Financial Services Inc-Deerfield Beach, FL

March 2003 to May 2006

- Produced budget tools, educational support and referrals for clients.
- Answered over 100 customer communications per day via telephone, email and web chat.
- Responded to client concerns and questions about credit scores and methods to improve numbers.
- Assessed individual client situations and made targeted recommendations for products and services to resolve specific situations.
- Contacted major credit bureaus to obtain copies of files and discuss specific entries.
- Evaluated credit reports to uncover problems and develop strategies for consolidating and reducing client debt.
- Received and submitted customer payments to further reduce open account balances.
- Developed team communications and information for owner meetings.

- Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.
- Managed quality assurance program including on site evaluations, internal audits and customer surveys.
- Monitored social media and online sources for industry trends.
- Worked with customers to understand requirements and provide exceptional customer service.

Education

High School Diploma

Lincoln High School - Tallahassee, FL

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Skills

- Credit Vendor Relations
- Email Application Preparation
- Team Leader Transactions Reconciliation
- Marketing Strategies Goal Development
- Researching Capital Spending
- Sales Quality Assurance Requirements
- Client counseling Business Development
- Debt Solution Management Business Correspondence
- Third-Party Collaboration Scheduling
- Budget Preparation Data entry
- Report Monitoring Training and development
- Credit Report Pulling Operations
- Solution Development Employee Training
- Educational Support (10+ years)

- Inside sales
- Customer retention
- Communication skills
- Program management
- Analytics
- DocuSign
- Live chat
- Organizational skills
- Research
- Team management
- Credit analysis
- Internal Audits
- Training & development
- Program Management
- Direct sales

- Sales management
- Forecasting
- Business Management
- Operations Management
- Time management
- Credit Analysis
- Financial acumen
- Budgeting
- Windows
- Microsoft Office
- Relationship management
- Business development
- Mentoring
- Content marketing
- Strategic Planning
- B2B sales
- SaaS
- Debt Tracker , Zoom, (10+ years)
- Market research
- Cold calling
- Acquisitions
- Live Chat
- Upselling
- Financial analysis
- Analysis skills
- HubSpot
- Computer networking
- Databases
- Management
- Agile
- Microsoft Excel
- Microsoft Powerpoint
- Presentation skills
- Sales
- Conflict management
- Computer Networking
- Outside sales
- Leadership
- Marketing
- Customer relationship management

- Social media management
- Project management
- Territory management
- Negotiation
- Salesforce
- Product demos
- User Interface (UI)
- CRM software
- Enterprise sales
- Performance marketing
- Account management
- Typing
- Quality assurance
- Operations management
- AI
- Continuous improvement
- Account Management
- Google Docs
- Recruiting
- English
- Customer service
- Computer skills

Certifications and Licenses

Introduction to Generative AI with GPT

Present

Top Skills covered: Artificial Intelligence for Business, GTP-4, and Artificial Intelligence (AI)