*Darryl Heslop*

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**Objective**

Solutions-oriented professional seeking excellent management and experience with a great company that I can grow with.

**Key Qualifications**

* Industry leading sales experience for over 15 years
* Proficient in Salesforce, Hubspot, Zoho, Salesloft, Zoominfo, LinkedIn sales navigator, Chatgpt, Slack, Notion, Outreach.io, Chorus.ai, Salesintel, and Microsoft Office (Outlook, MS Word, Excel, Power Point)
  + Excels at quickly learning the latest information, procedures, technologies (SAAS based) and applying them to meet and exceed company goals and expectations.
* Competitive sales and management professional with diverse experience
* Evaluated statics and strategic planning.

**Experience**

Study.com Remote

Sr. Business Development Rep 08/22 to 09/23

* Daily contact with potential clients through cold calls and emails and other marketing methods
* Generate leads by means of proactive outbound prospecting and lead management in an effort to qualify potential prospects. We provide lists of Targeted Accounts, leads from marketing campaigns you initiate and other sources
* Maintain daily call activity of 60 to 80 calls per day to reach C-level Executive, influencers, or decision makers to consider meetings
* Creating qualified opportunity every business day
* Utilize selling skills and tactics, ask strong discovery questions, highlight pains for prospects that they were not aware even existed
* Accurately log, track and maintain customer contact and records in our Salesforce CRM
* Generate reports as required regarding lead qualifying activity
* Meeting monthly quota and activity metrics
* Develop and build a knowledge base of the construction industry, trends and competitive environment
* Attend team meeting and all trainings
* Maintain regular and predictable attendance
* Perform other duties as requested by management

Agency Insuretech Remote

Senior Account Executive 10/20 to 02/22

* **Help grow the company's bottom line by finding leads, closing sales, supporting existing clients, formulating sales strategies, and communicating product value to clients**.
* Prospect and build a consistent pipeline while using a consultative approach to close deals monthly
* Meet and exceed sales quota, leveraging our suite of products
* Build relationships and rapport with clients
* Conduct Sales Presentations and online demos
* Maintain daily call activity of 60 to 80 calls per day to reach C-level Executive, influencers, or decision makers
* Maintain close communication throughout all stages in the sales cycle including account updates, weekly projections, and revenue forecasting within Salesforce

SAFCO Fort Lauderdale, FL

Area Sales Manager 6/19 to 2/20

* Identify potential partner dealerships and communicate the benefits of SAFCO programs to them. Attend events such as dealership meetings, tent sales, and other activities to positively represent SAFCO as required.
* Conduct formal presentations about SAFCO’s credit programs to potential dealer partners.
* Maintain existing dealer relationships with daily review/follow-up, then document their actions using the web-based SalesForce CRM.
* Gather information regarding non-active dealerships, then implement plans to develop business relationships with them.
* Work with the Director of Sales and Marketing and the Originations Department to develop creative marketing programs to expand the Company’s business.
* Create competitive analysis and research of their territory (e.g., titles, first payment defaults, gap & warranty sales, etc.), then completes reports as required.
* Create reports on Book-to-Look rate, capture ratio, and other business factors in their market.
* Review business development of participating dealers, then work to adjust the marketing plan as necessary.
* Perform other duties as assigned.

E-Builder   Plantation, FL

Account Executive 3/18 to 4/19

* Daily contact with potential clients through cold calls and emails and other marketing methods
* Generate leads by means of proactive outbound prospecting and lead management in an effort to qualify potential prospects. We provide lists of Targeted Accounts, leads from marketing campaigns you initiate and other sources
* Maintain daily call activity of 80 to 100 calls per day to reach C-level Executive, influencers, or decision makers to consider e-Builder SaaS software
* Conduct Sales Presentations and online demo’s
* Creating qualified opportunity every business day
* Utilize selling skills and tactics, ask strong discovery questions, highlight pains for prospects that they were not aware even existed
* Accurately log, track and maintain customer contact and records in our Salesforce CRM
* Generate reports as required regarding lead qualifying activity
* Meeting monthly quota and activity metrics
* Develop and build a knowledge base of the construction industry, trends and competitive environment
* Attend team meeting and all trainings
* Maintain regular and predictable attendance
* Perform other duties as requested by management

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**Education**

* Broward Community College                                      Davie, FL  9/04 to 01/07
* Indian River Community College                                Port Saint Lucie, FL 01/07 to 08/07-AA Degree