

Daniel M. Derry, Jr.

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Sales Director

Top-performing sales leader with an accomplished track record of deploying sales initiatives that achieve client satisfaction, preserve brand integrity, translate product vision, and connect with diverse audiences. Talented communicator focused on building sustainable relationships with key stakeholders. Demonstrated expertise in sales leadership, consultative selling, small business development, client relationship building, and building leading sales teams.

— Career Accomplishments —

Successfully established top performing sales teams through effective mentoring and coaching techniques
Awarded Winner's Circle 3 times for outstanding leadership, account management, and sales performance.

LEAD B2B Graduate
Coin of Excellence Recipient
2023 President's Cabinet
2024 President's Cabinet

Professional Experience

VERIZON , PA / DE / NC / FL / CO / GA	September 2006 - Present
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Director – Nationwide Wireline Sales, SLED, Alpharetta, GA, October 2021 – Present

Developing strategies and ensuring successful execution to deliver best in class results for Verizon's current Nationwide Wireline SLED segment.

Key Accomplishments & Responsibilities:

- Leading Nationwide Inside and Central Market Outside Sales teams providing multi-tier solutions: SaaS, Cybersecurity, Managed Network, VoIP, UCaaS, CCaaS, Cloud Integration, Fixed Wireless Access
- Managing modules totaling \$120M+ in annual revenue
- President's Cabinet winner for finishing #1 in 2023 for Bookings and Revenue attainment across the country in SLED Wireline sales
- President's Cabinet winner for finishing #1 in 2024 for Bookings and Revenue attainment across the country in SLED Wireline sales

Associate Director - Inside Sales, Enterprise Lone Tree, CO, October 2020 – Present

Developing strategies and ensuring successful execution to deliver best in class results for Verizon's nationwide Medium Business segment. In addition, fostering and developing talent within the market and

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surrounding areas to build a bench and create a long-lasting winning culture for the Verizon Business Group. Finally, building and nurturing partnerships between (and with) the Wireline and Wireless Channels to drive new acquisition of business customers while retaining the existing base.

Key Accomplishments & Responsibilities:

- Leading Inside Sales teams providing multi-tier solutions: SaaS, Cybersecurity, Managed Network, VoIP, UCaaS, CCaaS, Cloud Integration
- Implemented and evaluated sales strategies to exceed departmental KPI's, revenue growth, and performance standards
- Developed customer contacts and implemented measures to increase individual and overall group results in terms of sales, leads, territory planning, and customer relationship management

Retail Business Sales Manager, Jacksonville, FL, September 2019 – September 2020

Deliver proactive sales techniques, introduce service delivery directives that meet long- and short-term goals, capture record-breaking revenues, and lead generation through cold calling, door-to-door sales, and LinkedIn networking. Manage all aspects of customer business relationships and implement training programs to build a peak performing team of sales professionals.

Key Accomplishments:

- Analyzed local and regional market trends, maintained comprehensive competitive intelligence, and deciphered trends to define opportunities for current and future strategies
- Temporary work assignment managing a group of specialists in the wireless Inside Sales department. The primary function of this team was to manage inbound calls in response to promotional communications and working campaigns

Business Account Manager, Jacksonville, FL, September 2016 – August 2019

Continually acquired new accounts through aggressive prospecting, and established/managed SMB accounts comprised of 10 to 499 employees. Applied consultative selling approach to educate customers on products that would best meet their needs, and planned strategic sales techniques to maximize sales growth. Contributed to and led quarterly reviews with current customers.

Key Accomplishments:

- Designed and executed local business plan to penetrate new markets, and achieved Top 10 rank in SE market three consecutive months
- Partook in networking, lead generation, and business prospecting activities that led to new business and revenue growth

General Manager, Pennsylvania / Delaware / North Carolina, September 2010 – September 2016

Directly and indirectly supervised retail team members, and served as delegate for District Manager, overseeing more than 100 employees. Guaranteed compliance with the company's programs, policies, and procedures. Recruited, interviewed, and trained qualified employees, delegated assignments, and completed performance appraisals.

Key Accomplishments:

- Cultivated long-term, positive relationships with all vendors and manufacturers
- Facilitated training programs that strengthened team performance

Education

Computer Science Studies, Community College of Philadelphia, Philadelphia, PA

Computer Science Studies, University of Pittsburgh, Bradford, PA