
EDUCATION

Illinois State University

Bachelor of Science in Entrepreneurship and Small Business Management
Bachelor of Science in Marketing, Professional Sales

Normal, Illinois

December 2014

- Recipient of the inaugural Professional Sales Alumni Scholarship

April 2014

WORK & LEADERSHIP EXPERIENCE

Kimball International*Market Sales Manager***Greater Denver Area**

September 2022 – Present

- Supported our dealer partners in Colorado and Wyoming as their main point of contact for Kimball International
- Developed relationships with key influencers in Denver to grow our market share
- Maintained accurate sales information in Salesforce
- Increased territory revenue from \$9,000,000 in 2022 to \$10,000,000 in 2023

Environmental StoneWorks*Sales Leader***Greater Denver Area**

June 2022 – September 2022

- Managed a \$12.5 million dollar territory and relationships with 8 residential home builders in Colorado
- Negotiated pricing and responded to bid inquiries
- Visited project locations to ensure our product was installed properly and completed in a timely manner

JSA Design Resource Group*Business Development Manager***Greater Chicago Area**

November 2021 – May 2022

- Managed 22 existing furniture dealer relationships and provided support and training for the 10 manufacturers we represent
- Developed relationships with end-users, Architects, General Contractors, and Hospitality design firms to increase market share
- Attended IFMA and IIDA networking events in the Chicagoland area
- Maintained CRM information and activity tracking in HubSpot

MasterBrand Cabinets, Inc.*Business Development Manager***Greater Chicago Area**

September 2020 – October 2021

- Managed 12 existing kitchen and bath dealerships as their main point of contact for MasterBrand and training on new products
- Developed new partnerships with several kitchen and bath dealers in the Chicago area to gain MasterBrand market share
- Built and maintained a network of Architecture & Design firms and General Contractors to increase project opportunities
- Maintained CRM information and activity tracking in HubSpot
- Grew my assigned territory by over 162%

The HON Company*Sales Resource Associate***Greater Chicago Area**

March 2018 – June 2020

- Facilitated a brand-new office furniture dealer direct program for target accounts through TriMega/ISG Purchasing Association
- Presented and demonstrated product to dealerships and end users to highlight their attributes and competitive capabilities
- Maintained CRM information and activity tracking in Salesforce
- Oversaw and collaborated with a team member to ensure program success
- Generated \$1 million in new volume through the targeted program and over \$2 million in separate project business

The HON Company*Solutions Account Associate***Muscatine, Iowa**

January 2015 – March 2018

- Promoted the HON Company's products/programs to assigned accounts
- Partnered with HON Business Development Members and HON Strategic Account Members to meet quarterly sales goals for key accounts according to dealer performance level and selling model alignment/strategy
- Provided mentorship, contributed to hiring decisions, and facilitated shadowing opportunities to support and guide a team of 25 inside sales professionals as the senior-most salesperson
- Solutions Account Associate of the year 2017

Skate ILSTU – Registered Student Organization*Vice President***Normal, Illinois**

August 2013 – December 2014

- Promoted events through social media
- Led a group of RSO members to successfully run a skateboard competition
- Hosted and conducted team meetings and new member orientations
- Worked with peers and local businesses to help promote growth in the skateboarding community

SKILLS & ACTIVITIES

Technical Skills: Microsoft Office, Salesforce, HubSpot, Google Analytics, 2020 Spaces, CET**Activities:** Volunteered at Habitat for Humanity, Eagle Scout