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qualificationS

I am a top-performing **Account Manager** with proven success in inside, outside, B2B, consultative, and lifecycle sales. I have diverse expertise in sales-cycle management, trend analysis, and new account prospecting, and closing techniques. I have experience with aligning my company’s products and services to the client’s needs in order to generate high revenue flow and greater customer satisfaction.

**+** Account Management **+** Sector & Vertical Markets **+** Territorial Sales & Marketing

**+** On-site Training **+** Lifecycle Sales Management **+** Consultative & Solution Sales

**+** Customer Retention **+** Contract Negotiation **+** Lead Generation

**+** Multiple CRM Experience **+** Software and IT Equipment **+** Financial lending experience

PROFESSIONAL EXPERIENCE

***Funding Manager,*** Lendio Business Lending 12/2015 to present

Call on provided leads of small business looking for capital. In the process I would fact find with the client on the positives, liabilities and special financial needs and match them up with the best loan options and lenders in the Lendio market place,

* Met or exceeded production numbers in 6 of the last 9 months (4 months by more than 180%).
* Developed hone the skills necessary to develop, negotiate and close large loans. Several loans in excess of $300,000 each and 2 in the same month (December 2016) for more than $700K.
* Was looked to by piers as a resource or a resource for help in choosing best types of loan, pitching deals, picking lenders who would be best suited for success.

***Renewal Relationship Specialist,*** CAN Capital 6/2014 to11/2015

Worked a database of existing clients and renewing their small business loans and up sold them to greater amounts. Worked as an a go-between the renewal process with both Underwriting and the client.

* Set office records for the number of submissions and highest dollar volume in several single day and highest producer over several months.
* Promoted to Special Projects Specialist – Given the task of finding additional loan renewals in data bases thought to have little or no value. One campaign netted the company an additional $2.5M in loan renewals.

***National Account Manager,*** Questionmark 6/2013 to 6/2014

Sold a industry leading testing/assessment software (SAAS) covering the financial/pharmaceutical markets.

* Completed first quarter 146% of quota and finished the year at 100% of quota selling in excess of $600,000, with a $160,000 being new business.
* Completed 2014 sales year at 110% of quota.
* Provided stability to a vertical market that had seen considerable turnover in the past

***Professional Services Account Executive,*** Insidesales.com. 2012 to 2013

Currently specializing in up selling additional training and certifications of state of the art practices to the existing customer base and sales training to all companies with an inside sales force.

* Led the team in sales the previous two months.
* Started up a new project and made it profitable in the first 2 months of existence.

***Regional Account Manager***),CERTIPORT INC. 2002 to-2012

Promoted to direct 4 account managers over several territories can managed my own Western States territory. Sell Microsoft Office Certification exams and other products to K-12, Higher Education (colleges and universities and Government/Workforce Centers (One-stop center, job corps, prisons, and commercial training centers).

* Western U.S. Team Manager(2005-2006)
* Increased Q1 2009 sales 42% over prior year; met or exceed all sales quotas for past 9 quarters.
* Ranked in company’s Top 15% 2004 to 2006; ranked as Number 1 sales rep for three consecutive quarters in 2004.
* Increased sales in Texas by 35% each year from 2004 to 2006 to make it the top-billing state in the country through networking, grassroots canvassing, and referrals.
* Drove higher sales by pioneering expansion into the Government/Workforce sector market and over 2 years sustained a 30% growth per year 2008 and 2009.

***Account Manager,*** PLATO LEARNING, INC., 2000-2002

Networked in the states of Wyoming and Utah selling a web-based educational and training software into (K-12 and Higher Education) various facilities. Provided client technical support and solution suggestions.

* Completed sales year at 109% over quota with total of $773K in sales revenue.
* Prospected and closed $565K purchase to the State of Wyoming; assisted in purchase agreement negotiation process.

***Outside Sales Representative and System Design,*** UTAH COMMUNICATIONS, INC., 1991-2000,

Provided creative and aggressive outside sales for a local provider of telecommunications business solutions, including two-way radio, cellular, and microwave systems and equipment.

* Achieved or exceeded sales goals for 9 consecutive years, consistently ranking in top 25%.
* Created $152K combined sale by negotiating and networking to provide two large communication systems to USPCI and Alliant Tech.
* Gained 5 new customers by designing and distributing multi-state direct mail campaign.
* Made $175K sale of a communication system to Micron System.
* Acquired a key client with Montego Bay, resulting in a revenue flow totaling $25K.

***Outside Factory Representative,*** MOTOROLA C&E, INC., 1990-1991

* Completed first year at 144% of quota.
* Negotiated, structured, and executed sale of $105K two-way radio system for the Delta Center.

education

BRIGHAM YOUNG UNIVERSITY, Provo, UT, ***Communications / Media Sales,***

**Professional Development:**

* IC3 2003 Standard and MAC Certified 2005.
* Microsoft Word (Core) Certified 2005.
* Super Service Course, McNeil & Johnson, 2002.
* Certified Systems Administrator for Sales Force – Level 1