

## Education

**MBA**  
Pepperdine University  
2003 – 2005

**BBA**  
University of Houston  
1991 – 1994

## Certifications

**Data Analytics 360**  
Cornell University  
2021 – Present

**Restaurant Rev Mgmt**  
Cornell University  
2017 – 2018

## Skills

- APIs
- B2B
- Channel Partnerships
- Coaching
- Data Integrations
- ERP
- Gong
- Google Workspace
- HubSpot
- Lessonly
- Mentoring
- Monday
- Notion
- Negotiations
- Office 365
- Outreach
- Pipeline Management
- Presentations
- Problem Solving
- QuotaPath
- Relationships
- Salesforce
- Sales Strategy
- Slack
- Zoom
- ZoomInfo
- Zoho
- Zendesk

## Professional Experience

### ClearCOGS

#### Sales & Enablement Advisor

An early food & labor technology start-up using machine-learning to help restaurants control waste, reduce spend, & increase revenue.

- Brought on to build sales operations infrastructure
- Led & published company's 1st Descriptive Case Study

### Wobot.ai

#### VP of Sales & Partnerships

An AI-based video analytics platform that uses computer vision & machine learning to monitor human activity via CCTV cameras.

- Increased ARR from \$0 to \$188k in 7 months
- Created the first US sales playbook with a focused GTM strategy
- Created & launched company's 1st partnership program
- Led a team of 3 focused on driving partner-initiated pipeline growth

### Popmenu

#### Regional Channel Sales Manager

A patented, dynamic menu technology & one of the fastest-hyper-growth, venture-backed SaaS startups in the restaurant sector.

- Awarded "2020 Channel Sales Manager of the Year" by achieving 172% of goal in 5 months
- Personally signed & launched Sysco HQ, Popmenu's 1st official VAR resulting in 40% increase in MRR
- Trained partner sales & technical resources to find, sell, and close Popmenu opportunities
- Created & executed joint business plans with partners; perform quarterly business reviews
- Increased Customer Count by 191% & Location Count by 177%
- Overall Company Growth FY21: \$924k in ARR to \$3.5M

#### Strategic Account Manager

**\*\*Performance Occurred During 1st 4 months of CV19 Lockdown\*\***

- Goal achievement FY20 – 128%
- 227 new deals & \$543k new ACV
- Awarded "2020 Sales Newcomer of the Year"

### US Foods

#### Regional Restaurant Ops Consultant

**Check Business Tools:** A value added service designed by industry experts to help US Foods customers run more efficiently & profitably.

- Goal Achievement: FY19 – 190% ; FY18 – 107%
- Increased channel partner contributions by 65%
- Ranked #1 West Coast Partnership Sales 2017 & 2018
- Recognized by US Foods' CEO for growth with Independent Restaurants 2019

#### Director of Inside Sales & Customer Success

2nd largest food distributor in the US w/approximately \$24 billion in annual revenue.

- Led, coached & developed 8 inside sales reps & 6 CX specialists
- Goal Achievement: FY16 – 110%; FY17 – 117%
- Increased case growth FY16 – 1.2% ; FY17 – 1.8%
- Created Inside Sales & CX playbooks that raised NPS score from 87% to 92% & reduced churn by 19%
- President's Club 2015 & 2016

North America

Contract, 09/2022 – Present

North America

09/2021 – 12/2022

Southeast Region

07/2020 – 08/2021

West Region

12/2019 – 06/2020

West Region

08/2016 – 12/2019

Reno, NV

10/2014 – 08/2016