

Paul Leads

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Inside Sales Manager

Inside Sales Manager experienced at driving new revenue by creating, implementing, and optimizing inside sales departments. Expertise in setting strategy, developing a profitable business model, leading teams, working across disparate departments, and integrating Inside Sales into an organization business and sales model. Brings wisdom, insight, vision, and certainty to Inside Sales initiatives.

Areas of knowledge include:

- New department startup
- Sales forecasting
- Strategy
- Integration with online and offline initiatives
- New revenue generation
- Budgeting
- Hiring/Training
- Pipeline development
- Lead generation
- B2B/B2C
- Inbound/outbound sales
- Platforms/CRM tools such as Salesforce

Professional Experience

SCERMI GROUP, Chicago, IL

February 2010-Present

Inside sales consulting firm

Inside Sales Manager

- Devised entire Inside Sales strategies for software and hi-tech clients including financial, medical, media and surgical technology firms.
- Drove new pipeline, prospects, RFP's and new revenue for clients.
- Built Inside Sales departments for multiple clients.
- Developed client tracking, measurement, data tools, process, and infrastructure.
- Hired, trained new Inside Sales Reps.
- Conceived, wrote, and designed clients' pitch decks.
- Designed clients' entire client training manuals.

Education

UNIVERSITY OF ILLINOIS AT CHICAGO, Chicago, IL

- BA in Psychology