**LOCALVOX**

DEMONSTRATED SUCCESS:

-Successfully created and closed 29 new LocalVox Clients, generating over $214,000 in annual revenue.

- designed a formal BDR “playbook” for our home office to insure all new potential clients were efficiently qualified through a strategic and consultative based sales approach.

- Hosting “MeetUps” for groups of business owners about the current and trending needs to their customer base, while also showcasing how LocalVox could meet those demands to each client specifically.

**ECR**

DEMONSTRATED SUCCESS

- 8-10 new opportunities closed monthly.

- Monthly gross revenue ranged $25,000 -$65,000 .

- Client referral business encompassed 17% of 2012's gross annual revenue.

**Awareness Inc.**

DEMONSTRATED SUCCESS (165% to plan)

**Kenexa**

Consistently over delivered on creating new sales opportunities for our outside sales team within both US and Canadian territories to the enterprise and SMB markets.  Produced innovative new channels to capture new business through social media outlets and creative marketing campaigns.

DEMONSTRATED SUCCESS (140% to plan)

**Candidate Manager**

DEMONSTRATED SUCCESS (116% to plan)

**TSL Marketing**

DEMONSTRATED SUCCESS (129% to plan)

**NOVASTAR**

DEMONSTRATED SUCCESS (142% to plan)