

# Bill Griffiths

## Sales Manager

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**An industry-diverse sales professional, regularly exceeding targets with superior relationship, research, and team-building skills.**

### EXPERIENCE

#### **ICM, Colwich, KS — Territory Sales Manager**

March 2013 - December 2017

Working closely with the R&D group, led the top-performing territory for the leading technology firm in the biofuels space. Consistently over-performed in deal volume and margin.

#### **Multi Service TS, Overland Park, KS — Relationship Manager**

April 2011 - March 2013

Fully responsible for the growth of the Best Buy private label account, the company's largest. Managed day-to-day inquiries as well as leading strategic initiatives to enhance the program.

#### **Lidia's, Kansas City, MO — Assistant GM/Consultant**

May 2010 - August 2011

Revitalized service standards, resulting in marked increases in reputation on social recommendation platforms. Renegotiated relationships with vendors to secure additional cost savings.

#### **Sprint, Overland Park, KS — Access Analyst/Briefing Manager**

August 2006 - May 2010

Partnered with Sprint Account teams to facilitate day-long sales briefings with senior executives from Sprint and its Fortune 500 customers. Conducted sales and presentation skills training for new account executives.

### AWARDS

#### **Top Salesperson - 2017\***

113% of target\*

#### **Top Salesperson - 2015**

312% of target

#### **Top Salesperson - 2014**

187% of target

#### **Top Salesperson - 2013**

129% of target

#### **Employee of the Quarter 4th Quarter, 2015**

### SKILLS

Financial Analysis  
Sales Training  
Presentation  
Strategic Planning  
CRM (Salesforce, Microsoft)  
MS Office Suite

### EDUCATION

MBA, University of Kansas  
Finance & Strategic Management

BA *cum laude*, UMKC Economics  
– Dept. Honors