

Collin Deal

• Phone: 512-743-0563 • Email: collin.deal7@icloud.com • Website: collindeal.com

OBJECTIVE STATEMENT

Driven & goal-oriented sales professional with a proven track record of exceeding sales quotas & earning multiple accolades. Currently seeking a dynamic sales role in a growing company where I can leverage my unique blend of interpersonal/teamwork skills, self-motivation & leadership abilities to drive business success & build the foundation for a long-term career. Willing to relocate & start as soon as possible.

EDUCATION

Texas A&M University - College Station, TX

Bachelor of Science in Finance - May 2020

Relevant Coursework: Sales Management, Software Based Business Solutions, Entrepreneurship, Negotiation Tactics, Business Communication, Project Management, Public Speaking, Sales Presentation/Demonstration

Distinction: 3.5 GPA, Cum Laude, 3x Dean's List, Order of Omega: Greek Honor Society

PROFESSIONAL EXPERIENCE

Kelly Campbell Consulting LLC

Sales & Marketing Consultant (Freelance)

Remote

08/2023 - present

- Implementing new strategies by identifying target demographic & profit center; boosting overall sales by 64%
- Consulting with clients to streamline applicant tracking system; decreasing hiring process from 12 days to 4 days
- Designing sales process through HubSpot implementations to monitor KPIs, sales metrics & workflow
- Developing & implementing sales/marketing strategies to increase membership adoption by 76% over 3 months
- Analyzing sales & market trends to recommend tailored solutions for clients & forecast future growth
- Utilizing project management tools to track/manage tasks; resulting in a 16% increase in project completion rates
- Creating websites, sales hubs, sales scripts, marketing materials, job descriptions & SOPs for various clients

Dell Technologies

Small Business Advisor

Austin, TX

10/2021 - 02/2023

- Achieved quota attainment of over 120% & a promotion to inbound sales representative/mentorship program
- Consulted with 25-50 U.S. business owners a week to transform & streamline their IT infrastructure
- Generated demand & sales forecasts for weekly performance reporting to management
- Exceeded KPIs & outperformed 97% of peers by maintaining high levels of client engagement/satisfaction
- Selected for the Rising Star Award & Coaching Champion Award

Goosehead Insurance

Account Executive

Austin, TX

09/2020 - 02/2021

- Advocated for company culture & personal growth through workshops after being designated as "Team Lead"
- Identified 250+ new business opportunities a week through cold calling, networking & prospective database leads
- Drove business development through qualifying leads, building relationships & executing strategic sales
- Improved client decision-making by advising ~10 clients per week; optimizing rates through market trend analysis
- Nominated for the President's Club after finishing the year at over 100% of sales quota

ADDITIONAL INFORMATION

Leadership & Involvement: President - Phi Delta Theta Fraternity, Vice President - Interfraternity Council (IFC), Board Member - Student Organization Accountability Board, Fish Camp Counselor, Startup Aggieland Entrepreneur, Fraternity & Sorority Life Committee Member & Student Research Assistant

Skills: Customer Relationship Management (CRM), Salesforce, Hubspot, Microsoft Office Suite, Time Management, LinkedIn Sales Navigator, ZoomInfo, Prospecting, Sales Pipeline Management, Customer Service, Lead Generation, Coaching, Training, Problem Solving, Sales & Consulting Presentations/Demonstrations