

BUSINESS DEVELOPMENT EXECUTIVE

Extensive experience in acquisition of new client relationships and new business revenue in audit, tax, consulting and advisory services with deep contacts in C-Suite. Proven abilities in identifying opportunities and closing new business and meeting or exceeding goals. Demonstrated accomplishments in creating and facilitating sales strategy, proposal development, business presentations and collaborating and coaching Partners. A well-organized, results driven, team player with strong communication, relationship management, and problem solving skills. Fluent in Spanish.

EXPERIENCE

RSM US LLP, Dallas, Texas **2015-2016**

Business Development Director

Recruited to develop sales strategies and pipeline across Texas and Oklahoma within the financial institutions, real estate/construction, professional services (technology, architecture), manufacturing/distribution, life sciences, media, restaurants and consumer products industries, as well as for private, public and PEG backed companies.

- In just over a year closed over \$770,000 in new business with 1.2M in my active pipeline.
- Introduced Partners for lead opportunities in transaction services, valuations, merger integration and optimization, IT audit and operations, technology projects, tax, audit, WOTC, SOX, internal audit, quality of earnings, buy side/sell side due diligence, risk management and intangible assets.
- Developed sales strategies and collaborated with service line and industry teams from inception of lead through acquisition of new clients.
- Played influential role in nurturing prospects and client relationships to maintain “top of mind” position.
- Coached account teams to develop valuable prospect and client connections, including how to manage account challenges.

Hill Schwartz Spilker Keller (HSSK), Dallas, Texas **2013-2014**

(Business valuation & litigation support firm)

Business Development Director

Created and implemented sales strategy for business valuation, litigation consulting and financial restructuring.

Beth Fenton Consulting, Dallas, Texas **2008-2013**

(Firm offering outsourced business development and sales strategy services)

vcfo, Dallas, Texas **2007-2008**

(Provider of finance, HR, technology and recruiting support, including outsourcing and consulting solutions)

Business Development Director

Tatum Partners
(Provider of outsourced CFOs, CIOs and Subject Matter Experts)
Business Development Manager

2007

Travis Wolff
Director of Business Development

2002-2006

EDUCATION & PROFESSIONAL DEVELOPMENT

University of Texas (Austin) B.S. in Secondary Education, Major in Spanish and History

UTD Executive and Professional Coaching Certificate Program – beginning 2017

Southern Methodist University
Entrepreneurship Program
September 2008

Certificate Program – Gain in-depth awareness of what it takes to be a successful entrepreneur along with the skills required to prepare and present professional business plans.

Dallas Search Engine Academy
Email Marketing
October 2014

How to create and send valuable email marketing campaigns that complement traditional marketing efforts.

COMMUNITY & VOLUNTEER ACTIVITIES

Bank of Texas, Networking and Business Development Panelist July 2016
Invited by Bank of Texas Dallas Market President and Leadership team to speak on the Power of Networking

Texas Health Resources / Presbyterian Foundation 2006 to Present
Foundation Fund Raiser

Birdies Fore Love, Volunteer
Fundraiser, including raising \$16k for Interfaith Housing and coached youth on networking skills.

Greater Dallas Business Ethics
Awards Steering Committee Member, 2006 – 2014
Volunteer member for the annual awards event.
Assist with reviewing award applications and determining the winner, planning event details, as well as developing and securing sponsors

Vickery Meadow Learning Center
Volunteer Teacher, 2008 - 2013
Volunteer teaching position at the no cost learning center for adults
Taught conversational English to Spanish-speaking adults assisting them with finding work and helping their children learn English.