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SENIOR ACCOUNT MANAGER ~ SENIOR SALES EXECUTIVE

IT ~ Technology ~ Managed Services ~ Health Care ~ Education ~ Consulting ~ SaaS ~ Finance ~ Recruiting

- ☐ **Provides Sales Leadership with prospecting, selling and negotiating that will boost your revenue, market share and profits.**
- ☐ *Leverages Technology and Fortune 500 methodologies as a business optimization expert with 15+ years of Fortune 500 experience.*
- ☐ *Routinely able to penetrate new markets, work around gatekeepers, earn referrals and make Gold Calls rather than cold calls.*
- ☐ **Trusted and viewed as a valuable resource by many C-Level executives; earns confidence with enterprise wide solutions.**
- ☐ *Benefits from a large professional network with many VIP connections; able to form long-term strategic partnerships with clients.*
- ☐ **Multiple Award Winning Top Producer with serious drive and enthusiasm as evidenced by many promotions with Xerox Corporation, ranking #1 in the Country/Region for Sales 14 times and achieving 135% of Annual Sales Quota 22 times.**

AREAS OF EXPERTISE

- Consultative Selling
- Selling Solutions
- Technology & IT
- Microsoft Office
- Business Consulting
- Government Sales & HR
- Print & Imaging Sales
- C-Level Selling and Consulting
- Overcoming Objections
- New Business Development
- Developing Accounts/Add-on Sales
- Legendary Client Service
- Organizing and Prioritizing
- Competitive Intelligence
- Business to Business Sales
- Account Management
- Strategic Planning & Multitasking
- Earning Trust & People Skills
- Complex Problem Solving
- Persuasive Presentations
- IaaS, SaaS and Software Services
- Sales and Marketing
- Closing B2B Sales
- Needs Analysis & CRM
- Relationship Building
- Win-Win Negotiating
- Salesforce.com
- Managing & Leadership

HIGH-IMPACT CONTRIBUTIONS

- ☐ *Sold, built and developed the Kinko's Direct Account, which was Xerox's largest single client in the Nation. This account averaged over \$30M in annual revenue 1999 – 2002.*
- ☐ *Earned the title of #1 Sales Representative in the Nation with Xerox Corporation a record four times.*
- ☐ *Became the Top Sales Representative in the country for supply sales (the highest priority goal) with Xerox Corporation.*
- ☐ *Recognized as the #1 Sales Representative in the Southeast Region ten times with Xerox Corporation.*
- ☐ *Received the MVP Leadership Through Quality Award from senior management at Xerox Corporation.*
- ☐ *President's Club member with Xerox Corporation 22 times for producing sales volume that was at least 135% of annual quota.*
- ☐ *Grew and developed key commercial accounts like Rollins, Cisco Systems, Lockheed Martin, Dun & Bradstreet, Travel Port, Delta Kinko's and Cox Cable to annual revenue of \$11.5M. All were in the top ten percent of revenue producers for Xerox.*
- ☐ *Brought in three new service contracts for Xerox Corporation in 2004, the first new service clients in over two years using assessments and Six Sigma Methodology for over \$1.2M in new revenue.*
- ☐ *Grew one vital account's revenues 350% from \$3.6M to \$14M in only three years for Xerox. Increased profit margins on this major account by more than 20% by identifying opportunities for Xerox's business services and securing deals to implement the solutions.*
- ☐ *Started a small business consulting company in 2005 that specializes in leveraging technology to enhance performance such as automation, managed services, IT, virtualization, SaaS, the Cloud and outsourcing. Surpassed first year sales quota by 30% despite handling all aspects of the business rather than just sales and business development thanks to delegating to several experts.*

PROFESSIONAL EXPERIENCE

- Sr. Business Account Executive, COMCAST BUSINESS SERVICES, Atlanta, GA** 03/14 – Present
- *Prospecting, lead generation and outside B2B sales of Comcast's wide-ranging business solutions to small and medium sized businesses, which include advanced business phone systems, communication solutions, Internet, data, video and voice.*
 - *Build relationships while conducting a thorough needs analysis, anticipate future needs and incorporate into solutions during presentations to increase overall satisfaction and bundle discount. Follow up to ensure satisfaction, referrals and earn add-on sales.*
 - *Meet or exceed all monthly financial goals for revenue, new accounts, business phone systems, bundles and customer satisfaction.*

Founder/Business Consultant/Sales Executive, SPACEATLANTA, Atlanta, GA 2005 – 2014

SpaceAtlanta is a business-consulting firm that provides customized technology solutions for small businesses.

- Designed and executed business plan; recruited experts in several fields to delegate project to once clients were sold.
- Proved that expert sales and new business development skills worked well even without a Fortune 500 name backing them.
- Exceeded first year's sales goal by 30% with aggressive marketing plan and sales strategies by offering free business reviews.
- Consulting efforts led to optimizing clients' business models and methodologies with technology.

Imaging and Workflow Consultant, Dell Inc., Atlanta, GA 2011 – 2011

Global imaging, printing and workflow sales and consulting with a focus on enterprise wide technology solutions, improving efficiency and workforce optimization for Fortune 500 clients; generate new sales revenue with a major emphasis on developing new accounts, business development and relationship building.

Regional Sales Executive, ACS Government Solutions Business Unit, XEROX CORPORATION, Atlanta, GA 2010 – 2010

Generated new business, add on sales and renewals by teaming with the Xerox Affiliated Computer Services (ACS) Sales Force and strategic business partners with a focus on government sales, the health care sector and higher education.

- Sold a variety of services including technology and business process solutions that helped businesses achieve their goals by reducing costs or improving efficiency, productivity and sales.
- Initiated and leveraged strategic marketing alliances with clients by offering a free needs assessment and business optimization consultation for senior managers that identified multiple opportunities for improvement.
- **Results: Filled sales pipeline to overflowing and sold three key prospects with projected annual revenue of over \$2M.**

Vice President, Marketing and Sales, BPI GROUP, Atlanta, GA 2009 – 2010

BPI Group is a global Human Resources consulting organization. Identified and initiated new business opportunities utilizing numerous traditional and social media resources.

- Managed entire sales cycle, established and maintained business relationships with many C-level executives.
- Led and supported the Sales and Marketing teams in business development, marketing and sales efforts.
- **Results: Increased brand awareness among businesses by 30% in the Southeastern market.**

XEROX CORPORATION, Atlanta, GA 1994 – 2005

New Business Development Specialist, Xerox Services Business Unit (2004 – 2005)

Promoted to sell managed business process services to existing accounts and corporate clients.

- **Results: Achieved 240% of revenue objectives by identifying, negotiating and closing Xerox's first new business outsourcing contract; drove high volume printing systems and solutions business.**
- **Results: Landed and secured a major corporate account by increasing their efficiency 30% and reducing expenses \$25,000 per month by utilizing Six Sigma methodologies to assess and streamline operations.**
- **Results: Generated over \$5M in add-on sales by collaborating with teams from multiple business units.**

Sales Executive, Document Solutions Business (2003 – 2004)

Sold equipment, business process outsourcing and technology solutions to existing Fortune 500 clients.

- Evaluated new and existing business clients to identify incremental sales opportunities that reduced costs.
- **Results: Consistently surpassed all sales quotas by at least 15% while serving key business clients.**
- Noteworthy clients included Delta Air Lines, Cox Enterprises, Turner Broadcasting, Lockheed Martin etc.

National Account Manager, Major Graphics Document Specialist (1999 – 2003)

Selected to provide sales leadership, support and strategic planning for the team serving Xerox's top client, Kinko's.

- Increased Kinko's account revenue through ongoing education and implementation of direct marketing utilizing VIP, digital solutions, optimizing workflow, programs and providing on-going training.

Account Manager, Commercial Print/Graphic Arts (1994 – 1999)

Chosen to sell services and technology to this dedicated segment of the market with the most valuable clients.

- **Results: Generated more than \$10M in new revenue annually and \$4.5M in add-on sales two years in a row to Rank #1 Nationally in Sales for each of those two years.**

EDUCATION AND PROFESSIONAL DEVELOPMENT

Bachelor of Arts in Marketing, GEORGIA STATE UNIVERSITY, Atlanta, Georgia

Xerox Corporation Training: Target Account Selling, Consultative Selling, Enterprise Selling, **Lean Six Sigma Yellow Belt and Green Belt**, Strategic Planning, C-Suite Selling, Power Negotiating, Business Development etc.

◆◆◆ Willing and able to travel as needed to support business objectives. ◆◆◆