

DAN D. WEBSTER

dan@ddwebster.com
http://ddwebster.com
(778) 835-5253

507 Jefferson Ave.
Coquitlam, BC
V3J 3T7

ACCOUNT EXECUTIVE | SALES DEVELOPMENT REPRESENTATIVE | SALESPERSON

Dan is an accomplished, result driven sales professional with over seven (7) years experience, including technology focused enterprise sales. He has a proven track record of consistently exceeding goal metrics. His strong communication skills and teamwork approach have been beneficial when interacting with clients, enabling him to build relationships with upper management of top companies. He is a highly motivated individual with proven resourcefulness.

EDUCATION

Bachelor of Engineering - Computer Systems
Carleton University, Ottawa, Ontario

September 1998 – May 2005

Professional Sales 1 - MKTG 1219
British Columbia Institute of Technology, Burnaby, British Columbia

July 2007

SKILLS AND ACHIEVEMENTS

- A proven fast learner in complex environments.
- Effective interpersonal and communication skills when dealing with a broad spectrum of personalities.
- Dedicated and interested in acquiring new skills through training and education.
- Attention to detail, through quality control and organization.
- Ability to multi-task, prioritizing tasks appropriately.
- FINCAD President's Club member 2009
- Over \$1M in sales in 2009; one of only 2 at FINCAD
- 149% year quota for 2009 while at FINCAD

WORK EXPERIENCE

Account Manager
FINCADs, Surrey, British Columbia

October 2008 – Present

- Acting as a trusted advisor to banking clients and as the leader of client relationships with both existing and new accounts.
- Develop long-term, sustainable, and healthy client relationships by ensuring
 - Our products and services meet our client's needs.
 - New and sustained sales opportunities are identified and sold-in
 - Services are sold-in, resourced and delivered in a profitable manner.
- Responsible for a sales target by initiating, securing, and expanding sales producing opportunities within existing and new accounts.
- Understand the customer's core business strategy and find ways for FINCAD to support and deliver that strategy through superior customer experience and enabling technologies.
- Develop and meet accurate weekly, monthly, quarterly and annual sales forecasts for a named account territory. Report on a weekly basis.

WORK EXPERIENCE (CONT.)

Account Executive

October 2007 – September 2008

Strangeloop Networks, Vancouver, British Columbia

- Manage the sales process from lead to booked revenue
- Outbound cold-calling to a defined set of target prospect accounts
- Field inbound calls and leads from various sources and qualify for business potential
- Contact prospects through, but not limited to, phone calls, email, mailings, fax and seminars
- Collaborate with marketing, support, sales management, product management and account management to facilitate new programs, messages, campaigns, and offerings
- Ensure reporting and communications is frequent and bi-directional

Inside Corporate Account Manager

August 2007 – October 2007

INETCO Systems Ltd., Burnaby, British Columbia

- Engaged current and past customers as well as new prospects to create sales opportunities.
- Identified and engaged the right internal resources to close deals quickly and efficiently.
- Invested in the success of the company and product line by sharing insights and customer feedback.

Business Development Representative

May 2006 – August 2007

Sophos Inc., Vancouver, British Columbia

- Three time Top Monthly Sales Opportunity generator and three time Top Monthly Lead generator.
- Generated new business through cold and warm calling of prospects generated by Marketing.
- Qualified prospects and identified projects while understanding budgetary need and time lines.
- Achieved an average of 150% of monthly sales opportunity targets.
- Created cross/up sell opportunities by working closely with Account Managers on current customer accounts.
- Managed a diverse territory in the Western United States, targeting businesses of 100+ employees of any vertical.

Technical Support Analyst

February 2006 – May 2006

The Active Network Ltd., Vancouver, British Columbia

- Provided support services (phone, email, web) to the customer base, ensuring smooth operation of the software and third party products.
- Advised clients on methods of resolving issues and recommending specific solutions and 'work arounds'.
- Involved with the editing and preparation of training materials and manuals.
- Tested client issues to identify software bugs.

Computer Consultant

September 2005 – February 2006

Quicktech Computer Consulting Inc., Vancouver, British Columbia

- Resolved a wide variety of client issues on site, ranging from virus and spyware removal to hardware malfunction diagnostics.
- Set up home local area networks (LAN) for clients to allow sharing of peripherals between multiple machines.
- Advised clients in efficient methods of using their machine to accomplish tasks quickly.

Web Technology Summer Student

May – September 2004 & May – August 2005

Library & Archives Canada (LAC), Ottawa, Ontario

- Worked with senior staff members creating statistical profiles for the various web products run by LAC.
- Created a standard nomenclature for the multiple profiles to aid in ease of readability.
- Used PHP as a learning tool to better understand many of the LAC web products.
- Rectified problems directly on the web server using Linux command line directives.

Assistant Manager, Mechanic, Salesperson & Webmaster

May – September, 1998 – 2000

May 2001 – September 2002

May – September 2003

Rebec & Kroes Cycle & Sport Inc., Ottawa, Ontario

- Broadened owner/operators horizons by creating a web presence for the business to develop an ever expanding and new client base.
- Acted as one of the main liaisons between distributors and shop.
- Maintained an excellent rapport with customers during warranty issue resolution.
- Managed operations while management and owners were out of country.
- Provided courteous, efficient customer service in a fast-paced environment.
- Worked closely with management in recruiting new employees.

EXTRA CURRICULAR

- Actively involved in sports including: mountain biking, basketball, ultimate, squash and snowboarding.
- Was a Facilitator for Frosh week 3 years in a row at Carleton
- Co-captain of a championship winning UBC intramural basketball team, 2005
- Team captain of 24 Hours of Summer Solstice mountain bike team, 2001 & 2002.
- Involved in radio controlled cars, racing at a competitive level.