

AMY YAZZIE

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BUSINESS DEVELOPMENT / MANUFACTURERS REP

Relationship Cultivation & Management / Consultative Sales / Contract Negotiations / Solutions Selling High-End Technology /Software Sales/ Hardware Sales/ Engineering-Manufacturing Sales

Motivated, energetic sales professional with proven talent for driving sales growth, developing new business, and cultivating client relationships within fast-paced industries. Demonstrated success developing customized solutions to streamline client's business, and attaining goals to improve the bottom-line.

- ◆ Tireless cold-caller known for creative prospecting, resourceful and enterprising solutions, and delivering results in challenging time frames. Ability to quickly learn new products, new industries, and new cultures.
- ◆ Sold \$500K project within first 30 days of employment- Pyramid Consulting.
- ◆ Sold \$2M project solution within six months of employment, surpassing first year quota 300% – AGSI.
- ◆ Ranked top salesperson out of 200+ for six consecutive months – Pagemart Wireless.
- ◆ Obtained quota in second month of employment – expectation is to obtain by month six – ITR.

CAREER EXPERIENCE

EXECUPAY, INC., San Antonio, TX

2012-present

Human Capital Management Solutions

PARTNER DEVELOPMENT MANAGER

Sold white label software solutions to prospective partners to assist them with adding to their service offerings and bottom line. Worked with integration teams to help facilitate process and onboard solution to partner's sales team.

- ◆ Sold largest account in the history of the company in 2015 and brought in over 100 new customers within the deal.
- ◆ Sold 2nd through 4th largest accounts in this fiscal year of 2017.

PYRAMID CONSULTING ALPHARETTA, GA

2008-2010

IT Consulting firm and Offshore Development firm.

BUSINESS DEVELOPMENT MANAGER

Sold into Fortune 500 companies to assist them with Lifecycle IT Solutions.

- ◆ Closed 1st deal within first 30 days (normally a 3-6 month sales cycle) of new position for a sum total of 500K project.
- ◆ Acquired four new long-term clients for the firm over the course of 2 years.

AMANO CINCINNATI INC., Roseland, NJ

2005–2008

(Worked for ACI and sister company ASE, AMANO SOFTWARE ENGINEERING)

IT Consulting firm and Offshore Leader in the ERP solutions vertical with Time and Attendance, Parking and Access Control.

CHANNEL MANAGER - Domestic USA Region

Sell into Retail Channel and identify prospects to sell company's Time & Attendance software and traditional time clocks. Identify prospects, develop relationships, negotiate contracts and close large volume deals.

- ◆ Closed 1st deal within 6 months of new title – with a 1-2 year selling cycle.
- ◆ Obtained one of the two new major accounts for company in 2007.
- ◆ Developed a successful CRM telemarketing campaign, which determined sales direction for 2008.
- ◆ Secured \$4 million on the books for 2008.

ITR OF GEORGIA, Tucker, GA

2001–2005

Supplier of full line of automated time and attendance, access, parking, and revenue control equipment and solutions.

CORPORATE SALES CONSULTANT

Sold ERP solutions, with focus on time and attendance, to business owners and C-level executives. Customized solutions to provide interfaces to HR, payroll, manufacturing/production, and time and attendance, using J.D. Edwards, Lawson, Abra, etc., to provide a total ERP solution. Reported to CEO.

- ◆ Landed company's largest account of the year – \$185K for 12 locations.
- ◆ Exceeded 80% of quarterly quotas by average of 40%.
- ◆ Awarded 1st place out of 20 at corporate solution selling training.

AGSI, Duluth, GA

2000–2001

Information Technology professional services company specializing in delivery of knowledge-based solutions and services.

BUSINESS DEVELOPMENT MANAGER

Called on C-level contacts to sell strategic consulting solutions in a B2B environment. Consulted with IT management to develop solutions consisting of consultants/teams responsible for ERP, CRM, e-commerce, supply chain, and middleware projects. Coordinated with project teams to prepare proposals, research solutions, and assign responsibilities. Prepared forecasting, pipeline, and activity reports. Managed up to 8 team members.

- ◆ Secured contracts with three Fortune 500 companies to establish AGSI as their tier-1 vendor.
- ◆ Responded to RFPs, winning three large deals as a result.
- ◆ Secured \$6M on the books for second year sales.

TYLER TECHNICAL, Atlanta, GA

1998–2000

Providing technically skilled, quality employees and exceptional customer service to the Atlanta area since 1979.

CORPORATE SALES CONSULTANT

Secured technical staffing contracts for computer programmers, electronic assembly, engineers, and technicians.

- ◆ Consistently exceeded monthly quota by an average of 57%.
- ◆ Acquired 20 new accounts in one-year period, when one per month was considered excellent.

EDUCATION

UNIVERSITY OF NORTHERN IOWA, Cedar Falls, IA

Bachelors of Social Work, Psychological emphasis