Blake LeMoi

Strategic Leader in Business-to-Business Sales & Marketing

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Lockport, NY 14094

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Skills

Strategic Leadership, Team Management, B2B Sales Development, Digital Marketing Campaigns, Brand Development, **CRM Management** (HubSpot, Salesforce, Siebel, Dynamics), **Marketing Automation** (HubSpot, Infusionsoft, Oracle Eloqua, Constant Contact**), Lead Generation** (LinkedIn Navigator, ZoomInfo), MS Office 365 Suite

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Experience

ONEIGHTY.IO | Digital Sales & Business Director
July 2011 - PRESENT, Lockport, San Antonio, Seattle

- Lead strategic initiatives for sales, customer experience, loyalty, & operational improvements for clients
- Develop and implement sales, marketing processes and campaigns policies, procedures, and methods for online growth.
- Consult business owners in developing effective r B2B sales processes and Improve Revenue Generation with data driven results.

ADP Automated Data Processing | Sr. District Manager
May 2018 - June 2019, San Antonio, Texas

- Provided leadership in generating sales of ADP's Professional Employer Organization (PEO)/HR Outsourcing services.
- Planned and executed marketing and sales strategies within the territory.
- Strengthened relationships with CPA's, financial professionals, and other centers of influence.

The Scooter Store | Managed Care Medical Device Sales
April 2010 - Sept 2018, New Braunfels, Texas
DriveTime| Sales Manager May 2009 - June 2010, San Antonios, Texas
Washington Mutual Bank (Chase Bank) | Audit & Compliance Specialist - Customer Experience Manager - Trainer March 2001 -May 2009, Seattle Washington

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Education

University of Texas San Antonio, Business Management Science -

- College of Business Honors
- Golden Key International Society
- UTSA Honor Roll

Lake Washington Institute of Technology/ AAS

- A.A.S. Automotive Engineering
- C.O.P. Computer Security & Network Engineering