

## DIEGO DUKE

*Consultative Sales Professional*

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## SUMMARY

I am an experienced sales professional with expertise in financial services, loan products, credit charge card products, and B2C brand sales.

I have experience in vertical and account based selling as well as direct management of high-performance sales teams.

I am seeking a new role that challenges my sales abilities while pushing me further in my career, offering leadership and growth potential while being significant to core bottom-line revenue.

## LANGUAGES

**Spanish** Expert

**English** Expert

## EMPLOYMENT

*Divvy - a B2B software and financial services company, Salt Lake City, UT*

**Vertical Outbound Sales**/APR 2020 -

-Implemented and executed a verticalized setting and selling strategy in conjunction with our Account Executive team. In this strategy, we applied expert field knowledge to sell to target accounts based on industry.

-Qualified financial professionals for Divvy's suite of financial product offerings.

-Worked directly with loan providers on the provision of emergency loans and financing during COVID-19 pandemic.

*Divvy, Salt Lake City, UT*

**Senior Inbound Sales**/JAN 2020 -May 2020

-Managed qualification criteria and demonstration setting of an inbound lead pipeline for account executives.

-Trained our new inbound sales staff on our selling tools, technique, processes, and strategies.

-Utilized our sales technology stack to increase pipeline velocity, including Zoominfo, LinkedIn, Outreach, and Salesforce.

-Met or exceeded quota for 5+ months, leading to my promotion to our vertical selling team.

*Best Buy Specialty Sales - a department dealing with contract-based sales.*

**Specialty Sales Manager**/JAN 2017-JAN 2020

-Directly managed 25 employees in our Specialty Sales department.

-Accountable for all departmental goals including sales attachment, upsells, and provision of top-line revenue products such as warranty and service plans.

-Directly responsible for new hire onboarding, sales training, and new strategy implementation as part of core leadership team.

## REFERENCES

## SKILLS

**Expert** Verticalized Selling

**Expert** Account-Based Selling

**Expert** Outreach

**Expert** Zoominfo

**Intermediate** Salesforce