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## **PROFESSIONAL SUMMARY**

A versatile and creative sales professional, coach and leader with a proven track record of achieving outstanding results throughout career. A tenacious new business builder that secures customer loyalty and strong relationships with customers and partners.

## **WORK EXPERIENCE**

July 2008 to Present

Dayton, OH

**Independent Business Consultant (B2B)**

Providing business consulting and project management for small business & not-for-profit organizations in the areas of marketing, IT, Internet marketing including web design and social media networking, and Employee Management (Human Resources, Workers' Comp., Payroll, Benefits). Assisted Start-Up PEO as Director of Sales and Marketing 7/08 - 1/09.

### **Key Accomplishments:**

- As Independent, secured 6 new client for PEO/ASO/Marketing services in first 60 days
- Developed marketing, branding, sales process, quality control, PR, and branding image for Start-Up PEO.
- For PEO start-up, acquired 15 clients in 5 months superseding most sales records in industry, especially for start-up

January 2006 to July 2008

**Chase Bank**, Dayton, OH

**Vice President-R.M., Business Banking (B2B)**

Responsible for relationship management and of business banking clients (with average revenues from \$1-10mil annual sales), which including portfolio/risk management, and new relationships for checking, savings, treasury services, payroll, and commercial loans.

### **Key Accomplishments:**

- Developed four new banking relationships 1<sup>st</sup> quarter 2008, four times national average of RM channel
- Oct. 07- present: Promoted to V.P. Relationship Manager, Business Banking
- Jan. 06-Oct. 07: Residential Loan Officer successfully building new relationships by marketing to retail branches, and realtors averaging top 5 while in Detroit reporting region

March 2003 to July 2005

**AT&T SBC/Ameritech**, Dayton, OH

**Advertising Account Executive (B2B)**

Responsible for growing existing revenue & closing new revenue. Specific responsibilities included: conducting customer and business-related research, account preparation, recommendations of print and internet advertising programs.

### **Key Accomplishments:**

- Achieved aggressive sales quota's in both 2003 and 2004
- #1 in Dayton Market and Presidents Club Candidate for Dayton Canvas 2004
- Ranked #3 in the Dayton Market for Internet related sales

February 2002 to March 2003

**Cincinnati Bell/Broadwing**, Dayton, OH  
**Senior Account Manager (B2B)**

Sold voice, data, managed services, and equipment solutions to key Fortune 1000 accounts located in South Ohio. Managed account resources to deliver timely solutions that improved customer efficiency, reduced operating costs and improved overall performance of customer applications. Developed relationships with high-level decision makers by holding quarterly account reviews

**Key Accomplishments:**

- Promoted from Network Specialist to Sr. Account Manager in 3 months
- Secured new revenue and increased customer base revenue immediately while continuously meeting my KRA's
- Managed over 100 major accounts within the South Ohio region

July 1998 to August 2000

**Quanexus/PC Solutions Inc.**, Dayton, OH  
**Senior Account Manager (B2B)**

Consulted upon and sold a broad range of technology, voice & data solutions to mid-sized business across multiple vertical markets including manufacturing, education, healthcare, aviation and non-profit organizations. Additional responsibilities included consulting on the development of customer web sites, conducting training seminars on Microsoft, Novell, Symantec software and shared responsibility for the development, layout and deployment of a marketing plan and print media advertisement.

**Key Accomplishments:**

- Brought in over 100 new clients, and produced approximately \$840,000 in new revenue
- Provided consultation and advice to the Greater Dayton IT Alliance for the web site
- Developed an improved client quoting and client tracking program for use by sales and service

**OTHER SKILLS and/or CERTIFICATIONS:**

- Web Design - MS Frontpage, Adobe Dreamweaver CS3, HTML
- Social Media Networking and Writing
- Certified Data Network Sales Professional (CNS)
- Professional Selling Skills and Negotiating Skills by Achieve Global
- Consultative Selling
- Microsoft Office (all packages/modules, i.e. Word, Excel, PowerPoint, Publisher)
- ACT by SAGE
- Studying for Professional in Human Resources Certification (PHR)
- Studying to obtain license for Life and Health Insurance

**AFFILIATIONS/COMMUNITY SERVICE**

- Business Networking International
- Christian Marketplace Network
- Former Board Member/Trustee United Rehabilitation Services
- Advisor to 400 resident community Home Owners Association
- President of 400 resident Neighborhood Watch

**EDUCATION**

WSU/Sinclair College – Business/Marketing

References available upon request