

Bartley Billings

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EDUCATION

Pennsylvania State University University Park, PA

BS Hospitality Management *December 2008*

EXPERIENCE

Strategic Partnerships - New Business Sales

Aug 17 - Present

SteelHouse Culver City, CA

- Closed the largest deal of all new reps since my start in August, worth 140% of monthly sales quota.
- Last quarter attainment, 105%
- Own full sales cycle from prospecting to close, as well as future upsells.
- Broke sales record of quickest deal closed - 31 hours from demo to becoming a live client (compared to 45 day average).
- Currently coaching and mentoring latest sales cohort.

Enterprise Account Manager

Aug 14 - June 17

ZipRecruiter Los Angeles, CA

- Closed the largest deal in the inside sales department (including Enterprise Sales Team) within a month of starting with the company, worth 171% of monthly quota.
- Attained 126% sales budget in Enterprise role.
- Promoted from SMB AM, to Mid-Market, Corporate, and finally Enterprise AM in under 2 years.
- Lead training classes, call shadowing, and role plays for new reps in Santa Monica, CA and Tempe, AZ.
- Team lead in teaching sales techniques as new products were released and new obstacles were faced as the company grew.
- Hunted for opportunities in existing customer base to discover goals, consultatively sell, and grow MRR.

Membership Sales Manager

Aug 13 - May 14

24 Hour Fitness Houston, TX

- Averaged 111% of total membership team sales budget for the year.
- Increased Personal Training Department sales by 30% thru coaching on sales techniques.
- Organized outreach events and created business partnerships to drive new lead traffic.
- Developed team of 5 membership counselors with weekly coaching reports and sales refreshers.
- Personally averaged 10 tours/sales presentations daily.

Membership Advisor

Feb 11 - May 13

Equinox Fitness (76th St & 92nd St Locations) New York, NY

- Educated and introduced potential new members to the Equinox brand by prescribing fitness regimens based on their specific needs and providing in-depth details into membership.
- Top Performer on sales team, 110% sales attainment during tenure.

Business Travel Sales Manager

Jan 09 - May 10

Richmond Marriott Downtown Richmond, VA

- Increased sales department revenue responsibility from 5% to over 50% percent.
- Successfully won all of our sales team's top ten targeted Business Travel accounts during RFP season - the first time for our hotel.
- Solicited and maintained new and current accounts through cold calling, client lunches, tours, sales calls, networking events, appreciation receptions, sales blitzes, and working with Marriott's Global Sales Team.