

Rob Deglman

rob.deglman@gmail.com | (941) 704-7448 | <https://www.linkedin.com/in/rob-deglman/>

SALES

Respected, competitive, ethical, engaging, and high energy individual with a diverse background in Sales and Sales Management with a proven history of success. Thriving in a demanding environment where I can collaborate with executive team members, fostering team input into business strategy, and implementing strategic initiatives to disrupt the market. Experienced in SLED and Educational sales.

Quick study and able to absorb new product/industry information with the goal of becoming the "Trusted Advisor" for clients and prospects. In-depth sales experience utilizing a consulting and relationship selling approach and dedication to customer service. Client retention rates exceed 90% by building long-term relationships with clients.

Core competencies include Self-directed, flexible, coachable, and goal oriented. Developing sales/business plans, improving sales performance, measuring KPIs, event coordination, conducting market research, creating innovative marketing solutions, analytical research, organizational planning. I believe strongly in accountability in leadership, employee coaching and a passion for the development of personnel. Dynamic communication, diligence, and presentation skills fully utilizing Microsoft Office (Word, Excel, PowerPoint, Outlook, NetSuite, Teams) at a highly proficient level.

PROFESSIONAL EXPERIENCE

PELIPOST TECHNOLOGIES Tampa, Florida (Contract)

12/2022-Present

Facility Sales Consultant

- Developed outbound sales processes
- Sourced data to integrate and populate CRM sales tools
- Created marketing materials for sample books and brochures
- Designed technical specifications for software enhancements

PAY TEL COMMUNICATIONS (Greensboro, North Carolina)

02/2019 – 09/2022

Provider of Telecommunication Products

DIRECTOR OF STRATEGIC ACCOUNTS AND CHANNEL PARTNERSHIPS

- Negotiated agreement with Fastcase digital law library which reduced company costs by over 60%
- Developed growth projections and partnership reporting mechanisms for channel partners
- Negotiated and maintained partnership with iWebVisit Video Visitation increasing suite of products
- Designed technical specifications for software & technical service development
- Project management, oversight, and implementation of new software installations.
- Developed size-based pricing model for CourtCall legal proceedings video solution reducing costs by over 50%
- Researched new products & services to meet ongoing company needs

SMART COMMUNICATIONS (Seminole, Florida)

04/2017 – 12/2018

Provider of Telecommunication products and services

VICE PRESIDENT SALES-PARTNERSHIPS-OPERATIONS

Sales

- Assembled Sales & Marketing teams in company's initial stages for national expansion
- Recruited, trained, coached, and manage day-to-day mentoring & development of sales team
- Contracted new strategic channel partnerships resulting in \$1,000,000 in annual sales growth
- Establish sales strategy, performance expectations, promotions, and business forecast
- Enhanced sales effectiveness by developing a consulting approach to sales process
- Collaborated with IT and management to develop disruptive technologies to lead the market
- Executed Salesforce CRM database implementation for customer and prospect tracking/reporting
- Launched website revision & email marketing to drive brand exposure and product awareness.

Operations

- Negotiated new ground and freight vendor shipping contracts resulting in 50% cost savings
- Contracted new suppliers to improve products and minimize lead times
- Optimized implementation and installation process of new business services
- Transitioned company to electronic payroll & benefits provider eliminating paper-streamlining payroll processing and increasing employee benefits.
- Implemented electronic mail processing solution that improved efficiency by 75%
- Initiated new Customer Service department to ensure customer satisfaction
- Develop Return on Investment (ROI) Strategy for prospective clients to improve KPIs
- Collaborate with Product development to achieve "best practices" and strategic alignment

TRINITY SERVICES GROUP (Bradenton, Florida)

03/2013 – 04/2017

Provider of Food Service, Commissary, and Technology products and services

CLIENT RELATIONS-CHANNEL MANAGER

- Built and managed team of 92 employees including site managers, drivers, and technical support
- Increased annual sales by over \$1,200,000 through sales of new package program
- Sourced new product vendors, technology partners, and negotiating purchasing agreements
- Implementing Lean Kaizen initiative streamlining warehouse operations resulting in 50% reduction in employee production costs
- Maintained all operations, customer service and technical support activities
- Collaborated with sales team on new sales opportunities conducting demonstrations to clients
- Project management of the installation, training, and support of proprietary software solutions
- Directed Channel/Alliance selling-development-management of technology partners
- Achieved 95% client satisfaction in annual MailChimp Surveys

SWANSON SERVICES CORPORATION (Bradenton, Florida)

03/2003 – 03/2013

Provider of Commissary and Technology products and services

DIRECTOR OF SALES

- Executive team member responsible for charting growth of new clients and additional services
- Managed for sales and marketing of efforts of Regional Sales Managers in Eastern United States
- Developed team performance goals, incentives, KPIs and pay plan to match company growth goals
- Consistently exceeded 100% of annual sales goals
- Produced data analysis to launch innovative marketing and sales presentation materials
- Incorporate ROI data research into sales literature and proposals to focus selling
- Implemented relationship building based selling discipline

ADDITIONAL SKILLS

Collaborative Analytical Thinker	Partnership Development	Business Analytics/KPIs
Sales Management	Strong Presentation Skills	Event Coordination
Problem Solving	Sales Forecasting	Channel/Partnership Sales
Relationship Building	Meticulous	Territory Development
Business Development	Operations Management	Technology Development
Contract Negotiation	Project Management	Facility Management
MS Office Suite	Budgeting/Procurement	Multi-Site Team Management

EDUCATION

University of South Carolina, Columbia, South Carolina

B.A. Political Science