

Nicholas B. Halloran

EDUCATION

Bentley University McCallum Graduate School of Business , Waltham, MA	December 2013
<i>Master of Science: Marketing Analytics</i>	
Bentley University , Waltham, MA	Spring 2012
Bachelor of Science: <i>Information Design and Corporate Communications; Public Relations Concentration</i>	
Boston College , Chestnut Hill, MA	2008-2010
<i>Earned 60 credits toward Bachelor of Science</i>	

PROFESSIONAL EXPERIENCE

Your Move Inc., Somerville, MA
Director of Business Development April 2017-present

- Generate and close new business, both Commercial & Residential, through cold calling, email & networking and social selling.
- Meet in person and remotely with prospective customers to deliver quotes and close new business.
- Explore and enter new markets and LOB focusing on revenue generation.
- Manage and generate new business for Storage Warehouses.
- Track and maintain all Customer Storage Inventories
- Create content and monitor Social Media pages (LinkedIn, Facebook, Instagram).
- Manage website through WordPress CMS and consistently post blogs.
- Implement new technologies.
- Interview/Hire new and prospective employees.

Oracle, Burlington, MA
Application Sales Executive January 2017-April 2017

- Helped companies deliver a personalized and connected customer experience.
- Position the value of the Oracle CX Cloud Suite (Sales Cloud CRM, CPQ, Marketing Cloud, Social Cloud, Service Cloud & Commerce Cloud) to businesses to aid them in leveraging the customer experience to improve business results.
- Present product value by utilizing consultative selling techniques.
- Develop GTM strategies and product focus for territory.

Rave Mobile Safety, Framingham, MA
Regional Sales Director June 2014-January 2017

- Grew customer base in Sales Territory by over 200% including flagship accounts such as Louisville KY, Tulsa OK and Santa Fe NM.
- Identify, qualify, and develop opportunities at the local, regional, and statewide level.
- Establish strong relationships with strategic contacts within my territory to retain and grow existing revenue and identify, propose, and close new opportunities.
- Consistently close new business and accurately forecast accounts.
- Manage end to end sales process across territory and multiple products.
- Display product expertise in Rave's SaaS solutions.
- Ensure prospects have up-to-date knowledge of new products, features, roadmap and any other updates.
- Manage and train Business Development Representative dedicated to prospecting within territory.
- Develop and manage a sales forecast & pipeline that will provide more than enough opportunities and potential revenue to exceed annual quotas and goals.
- Actively manage daily responsibilities to develop sales territory through cold calling, appointments, sales presentations, and proposals while demonstrating excellent time management skills.
- Leverage internal and external resources, and work across multiple teams, including marketing, government affairs and engineering to develop strategic sales plans.

Business Development Representative March 2014 – June 2014

- Generated a minimum of 60 outbound calls per day to both cold and warm prospects, leading to a consistent pipeline for sales team.
- Achieved monthly, quarterly and yearly pipeline and forecast goals and defined objectives that our inside sales team converted into qualified opportunities.
- Achieved quota for number of contacts, activity and opportunities with prospective customers.
- Developed, presented and implemented plans for acquiring new business including activity breakdowns, performance milestones and resource requirements.

CADstar International, Andover, MA
Technical Recruiter July 2013-March 2014

- Consult with business and functional leaders to define competencies for specific roles
- Pre-qualify candidates, negotiate offers and close hires.
- Generate new business by developing sales leads for account managers

Enservio, Needham, MA
Social Media/Marketing Intern June 2012-December 2012

- Created innovative and unique information for social media outlets
- Created social media marketing initiatives in order to gain a stronger online marketing presence
- Explored online marketing channels and presented new ideas for continued growth of online presence

LEADERSHIP AND INVOLVEMENT

New England Patriots Minicamp

Participant

April 2013

Bentley University Varsity Football

Team Captain

- Selected two-time First Team All-Conference NorthEast-10 League

June 2010-November 2013

Boston College Varsity Football

Letterman

June 2008-June 2010

Uplifting Athletes

Participant

- Performed in athletic events for spectators with all proceeds going to the Sarcoma Foundation.

TECHNICAL SKILLS

- Salesforce
- Microsoft Office
- WordPress CMS