

MICHAEL D. GROSH

Address 5441 Twilight Way, Parker, CO 80134

Twitter @GroshMikey

Phone (773) 771-7572

LinkedIn linkedin.com/in/michael-grosh-a1510a21

E-mail mgrosh101@gmail.com

Outcome Oriented SENIOR SALES EXECUTIVE with 13+ years of sales experience, focusing on providing enterprise technology software for business solutions: including cloud optimization, hardware and software components along with cutting-edge tracking and monitoring technology platforms. Proven track record of driving business development with an uncanny commitment to customer experience. Entrepreneurial leadership style with a goal oriented, visionary, creative and collaborative approach to driving solutions for a multitude of stakeholders.



Skills

Development and Implementation of Strategic Sales Practices

Exceptional Commitment to Customer Experience

Contract negotiation

Territory expansion

Marketing and advertising

B2B sales



Work Experience

Nov 2015 - Sr. Sales Executive

Current

Konica Minolta, Enterprise Solutions, Denver, CO

- Leadership role within Konica Minolta's Enterprise Solutions team
- Delivered a diverse suite of enterprise technology solutions to a multitude of businesses
- Prospected, scheduled and converted targets into customers at 85% rate
- Engaged external stakeholders across diverse sectors from financial institutions, municipalities, higher education, community foundations, oil and gas, healthcare
- Shaped sales approaches to individual clients, facilitating new relationships with customers and drove new business revenue to over \$800K in 2019

- Analyzed market trends in consumer industries to implement appropriate marketing and sales methods
- Received Presidents Club recognition 3/5 Years

◆ **Jan 2009 - Sr. Sales Executive**

Oct 2015

ABC Network - KMGH Channel 7, Digital Media Sales Solutions Denver, CO

- Managed full sales life-cycle for Enterprise accounts
- Acquired more than \$400k in new customer business in 2013
- Protected top-priority accounts by employing effective sales and marketing techniques
- Facilitated relationships with other affiliates through implementation of proven networking methods

◆ **Jan 2002 - Asst General Manager**

Dec 2009

Keefers, LLC, Chicago, IL

- Managed 100+ Employees along with payroll, food costs, vendor relations and wine buyer
- Maintained well-controlled business inventory with minimal losses by enforcing solid monitoring and management structures
- Enforced quality assurance protocols to deliver ideal customer experiences. Motivated and trained employees to maximize performance



Education

◆ **Jan 1998 -**

Bachelor of Arts: Media and Communication, Spanish

Jan 2002

University of Colorado - Boulder, CO



Certifications

◆ Google AdWords Certified