

CRAIG G. CONLEY

Columbus, Ohio 43021 · (216) 280-4957
craigconleysr@gmail.com · [linkedin.com/in/craig-conley](https://www.linkedin.com/in/craig-conley)

EXECUTIVE SUMMARY

A resonant leader adept in driving high-growth revenue in companies ranging from startup to the Fortune 50. Proficient in developing highly engaged, diverse, productive teams. Experienced people manager that creates work environments balanced with empowerment and accountability through both formal and informal leadership with groups ranging from five to seventeen direct reports. Proficient in delivering efficient, effective, and sustainable outcomes by leading teams to improve performance, customer loyalty, and forging collaborative partnerships with internal and external partners.

KEY COMPETENCIES

Revenue Management & Strategy
C-Suite & Executive Partnerships
Sales Operations

Change Leadership
Talent Management
Training & Facilitation

P&L Responsibility
Negotiations
Strategic Partnerships

AWARDS & ACCOMPLISHMENTS

LinkedIn Corporation

- Voted as MVP award winner out of a new hire onboarding cohort of 120 new hires.

ADP, Inc.

- 3x Sales Executive of the Month: Award for finishing #1 in the division based on % over quota.
*Division consisted of six states and ten total sales executives with an average company tenure of 11 years

Dealer Tire, LLC

- 2x Partner Circle: Award for finishing in the top 10% of the company for annual quota attainment.
*Won award both as a sales leader and individual contributor
 - Top Sales Division: Team award for finishing #1 in the company for annual quota attainment.
 - Eagle Award: Individual contributor award for finishing #1 in the company for annual quota attainment.
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PROFESSIONAL EXPERIENCE

Tranztec Solutions, Inc. – Dublin, OH

Aug 2023 – Present

Tranztec develops and deploys system integration, APIs, and software tools for the transportation and logistics industry.

Chief Revenue Officer

- Executive team member and board observer responsible for the overall go-to-market strategy and growth plan for the sales, marketing, implementation, project management, and customer experience departments.
- Function as company's corporate liaison for external affairs, contract negotiation, and issue resolution.
- Co-led an internal systems project to implement new CRM and project management software in Q1 2024.
- Curate and facilitate professional development and cross-functional training across the organization from the senior leader to individual contributor levels of the company.

LinkedIn Corporation – Detroit, MI

Jul 2021 – Jun 2023

Regional Sales Manager

- Managed a team ranked #2 in sales attainment in North America among a 12-team segment while pacing to finish #1 overall by end of quarter Q4 FY23 (Apr-Jun 2023).
 - Led my team to 102% attainment by retaining and growing an \$18M portfolio of LinkedIn's talent solutions client base in the small to mid-market business segment in my first fiscal year.
 - In H1 FY23 (Jul-Dec 2022), selected by a senior leader of talent acquisition to represent LinkedIn's global business organization (GBO) in a 120-day, enterprise-wide Microsoft hiring process audit.
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HubSpot, Inc. – Cambridge, MA**Nov 2020 – Jul 2021****Senior Manager, Sales**

- Recruited to lead a team of eight tenured direct reports focused on execution of the channel partner strategy.
- Expected to meet or exceed 30% YOY growth through net new customer acquisition and growth of the existing customer revenue base through renewals, upsell, and cross sell.
- Finished Q1 2021 at 100% of sales plan by generating over \$160k in MRR equating to \$1.96M in ARR.

ADP, Inc. – Roseland, NJ**Jul 2018 – Nov 2020****Regional Sales Manager (Sales Executive) – Independence, OH**

- Led a team of new and tenured professionals to drive new business, account management, and channel sales development for the mid-market in Northern Ohio achieving as much as 50% YOY growth and 120% of quota.
- Recalibrated the sales development plan in my first 60 days increasing opportunity creation 54% which led to 151% quota attainment in the following quarter.
- Individually managed the retention of \$291k in at-risk ARR, increased ACV by \$216k, and gained commitment to signing of 3-year renewal agreements with two of the top ten largest accounts in the region.

Autosoft, Inc. – West Middlesex, PA**Jan 2018 – Jun 2018**

Autosoft is one of the nation's largest dealer management system software providers to automotive dealerships.

Director of Sales & Interim Director of Marketing

- Reporting to the President & CEO, recruited to lead the national sales organization responsible for regional sales managers, outside sales, inside sales, sales engineering, and business development.
- Implemented a new corporate sales plan in Q1 2018 involving staff restructuring, compensation revision, a new territory and segmentation management strategy, and expansion of the business development group.
- Finished Q1 2018 at 99.2% to forecast. Under the new sales plan, finished Q2 2018 at 116% over forecast and \$1.1M in new business revenue.

1 EDI Source, a division of Epicor Software Corporation – Solon, OH**Oct 2016 – Dec 2017**

1 EDI Source is a provider of on-premises software, SaaS, and managed service EDI solutions.

Director, New Business Sales & Account Management

- Recruited by CEO to reimagine the go-to-market strategy and turnaround results of frontline sales management, lead generation, new/existing client sales, client success, sales operations, and channel partnerships.
- Refined lead and opportunity advancement process in Q1 2017 reducing average opportunity age by 60 days and producing \$370K of net new pipeline growth after 3 consecutive quarters of pipeline decline totaling \$1.4M.
- Revamped product positioning, promotion, pricing strategies, and sales compensation plans to revitalize company hit rate. Improved new business sales in 2017 by \$750K after 3 consecutive years of double-digit decline.
- Implemented Salesforce.com and performed video content voice-overs for launch of new company website.

Mobile Awareness, LLC – Solon, OH**Mar 2015 – Oct 2016**

Mobile Awareness was a technology startup company offering collision avoidance products and SaaS solutions for commercial vehicle and tire management.

Director, Sales

- Recruited by CEO to manage P&L, forecasting, price strategy, and the sales process for \$1.4M in revenue.
- Directed a team of five sales and marketing associates to grow SMB sales from \$696K to \$840K.
- Initiated, negotiated, and managed enterprise sales and channel partnerships garnering \$100K in net new revenue.
- In tandem with the CEO, delivered investor presentations to raise financial capital for the company.

Dealer Tire, LLC – Cleveland, OH**Nov 2006 – Mar 2015**

Dealer Tire, a Bain Capital Private Equity portfolio company, helps OEM automobile manufacturers and dealers grow their business by providing tools and services that increase customer revenue, satisfaction, and retention.

Dealer Groups & Dealer Direct Manager Nov 2014 – Mar 2015

- Selected by the VP of Sales Development/Operations to lead a new \$50M initiative with cross-functional responsibility of 150 indirect reports including outside sales, inside sales, and field operations.
- Increased net new sales by \$1.7M or 14% YOY in Q1 2015

Sales Manager Sep 2008 – Nov 2014

- Assumed progressive responsibility leading to ownership of the highest grossing division in the company with \$212M in annual revenue, seventeen direct reports, 2,000 dealer customers, and a minimum of 15% YOY growth over six years.
- Accountable for sales, operations, and forecasting of 5 OEM regional offices and seventy indirect reports in nine other divisions.

Account Manager Nov 2006 – Sep 2008

- Developed tire sales from \$9M to \$13M and aggregate sales from \$19M to \$25M within 220 car dealerships.

Edgepark Medical Supplies – Twinsburg, OH**Nov 2003 – Sep 2006**

Edgepark, a Cardinal Health company, is an industry leader in home delivery of disposable medical products.

Account Manager

- Within my first six months, generated 22% YOY sales growth and promoted to a larger \$10M portfolio.

EDUCATION & PROFESSIONAL DEVELOPMENT

Hiram College, Hiram, OH

- B.A., Business Management, Minor in Entrepreneurship (summa cum laude, Dean's list, and Student Advisory Board)

Weatherhead School of Management at Case Western Reserve University, Cleveland, OH

- Completed five executive education courses dedicated to management, situational leadership, and change leadership.

LinkedIn Leadership in Action, Virtual cohort and asynchronous learning academies

- Inspire Academy: An eight-week program dedicated to enriching the culture and values experience in your team with content from *Radical Candor* by Kim Scott
- Achieve Academy: An eight-week program focused on developing professional coaching skills based on content from *The Coaching Habit* by Michael Bungay Stanier

African American Leadership Academy, Columbus, OH (*in progress*)

- Selected to a 10-month cohort of twenty professionals from 120 nominees.
- The academy employs an intensive strengths-based curriculum focused on rigorous reflection, efficacy training, leadership agility, and executive coaching for African American leaders in Central Ohio who excel in their professions and engage in community service.

The Predictive Index, Westwood, MA

- Predictive Index (PI) Workforce Analytics System: PI Analyst & Customer-Focused Selling Skills Certifications

Sandler Sales Training, Chagrin Falls, OH

- Sandler's Professional Advantage Sales Training Course

COMMUNITY INVOLVEMENT

Alpha Phi Alpha Fraternity, Inc.

- Current member: International leadership development, civic engagement, and community service organization
- Local chapter executive board member and committee chair
- Board member & treasurer of non-profit 501(c)(3) foundation that provides scholarships and educational programming to middle school and high school students throughout Central Ohio.

City of Aurora, OH

- Former board member: Economic Development Board