

DEAN RUSSELL

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Summary

High-performing Sales and Operations Director with over 15 years of experience delivering successful improvements for business operations, profitability and team development. Resourceful project manager and compliance specialist with ability to thrive in fast-paced and changing environments. Dedicated to sustaining operational accuracy and delivering results for optimal profitability.

Skills

- Coach
- Sales
- Staffing
- Team building
- Sales understanding
- Tactical planning
- Operations
- Customer Support
- Analytical
- Organizational Leadership

Experience

LoanSpark
Sales Manager
10/2023-05/2024

- Hires and trains SMB Advocate sales team
- Coached, trained and developed the sales team to see sales opportunities and close deals.
- Listened to phone calls, conducted role playing and got hands on with clients to help the team close deals.
- Collaborates with executive leadership to develop sales quotas, strategies, prepare sales budget, monitor and approve expenses.
- Created sales plays, writing call scripts, coached reps and conducted sales trainings

Wrike, Inc. A Vista Company, formerly owned by Citrix
Senior Sales Manager
01/2023 - 03/2023
Inside Sales Manager, Enterprise
10/2021 - 01/2023
Sales Development Manager, Enterprise
05/2021 - 10/2021

- Helped identify sales opportunities while coaching reps to close deals.
- Listen to phone calls throughout the day to improve performance and ensure Quality Assurance levels are met
- Conduct regular sales meetings to communicate / motivate sales reps and ensure good working discipline leading to sales/ quota achievement
- Created sales plays, writing call scripts, coached reps and conducted sales trainings
- Exceeded 2022 Sales Quota and was only 1 of 2 managers globally to make President's Club

Reliant Funding
National Funding Director
02/2020 - 05/2021

- Interviewed, trained, and supervised new employees to build a successful team.
- Developed and coached sales techniques for new and seasoned employees.
- Direct sales quotas.
- Maintained the lending pipeline.
- Designed and implemented monthly contests for bonuses.
- Consulted with individual team members on goal setting on production.
- Managed the expansion of a rapidly growing business.

Cengage Learning
Admissions Manager
11/2016 - 09/2019

- Manage, motivate, and train sales people to produce excellent results in educational program sales.
- Developed a training program for admissions.

ITT Technical Institute
Campus Director / Director of Finance
03/2016 - 09/2016

- Responsible for the Liverpool Campus EBITA and all department staffing and results.

California College San Diego
Director of Admissions / Associate Campus Director
05/2014 - 02/2016

- Managed, motivated, and trained sales people to produce excellent results in educational program sales.
- Responsible for the National City Campus EBITA and all department staffing and results.

Ashford University
Admissions Manager
07/2011 - 05/2014

- Managed, motivated, and trained sales people to produce excellent results in educational program sales.

Ashford University
Enrollment Advisor
08/2009 - 07/2011

- Identified and Qualified Prospective Students.
- Scheduled and conducted enrollment services interviews.
- Identified and addressed concerns of prospective students.
- Followed up with current students through the completion of their first course to ensure student support and success.

East Texas Animal Rescue
Founder/Executive Director
07/2023-Present

- Founded a non-profit animal rescue to care for abused and abandoned animals in the East Texas area.
- Established local community partnerships to further the rescue's mission to foster and rehome animals.
- Manage day to day operations including finance, accounting, marketing and public relations.

VetRetreat
Founder/Executive Director
08/2020-Present

- Helping our heroes connect with outdoor activities as a means to recover and reintegrate with American life.

Military

US Navy | San Diego, California
Aviation Ordnance / Intelligence Specialist
08/2003 - 07/2009

- Aviation Ordnance: Responsible for the storing, servicing, inspecting, building, loading and handling of all types of weapons and ammunition carried on F/A-18 E/F Super Hornets.
- Intelligence Specialist: Oversaw and was responsible for HUMINT operations during deployment to various parts of Iraq.

Education and Training

Ashford University | San Diego, CA
MBA in Organizational Leadership
2016

American Military University
BA in Intelligence Studies
2010

American Military University
BS in Computer Technology
Currently Attending

National Notary Association
Commissioned Notary (Texas)
Expires Feb. 2028