

Michael Gray

Experienced Sales Professional

Performance driven professional with a distinguished history of success expanding customer bases, cultivating strategic relationships, maximizing productivity, and increasing net returns. Possess complementary strengths in team building, training and developing under-performing individuals while also remaining technologically astute in information and communication technologies. Well versed in PC with extensive knowledge of Microsoft Office, SalesForce, Oracle, ACT, MAS400 and other in-house CRM tracking programs and databases. Authorized to work in the US for any employer.

WORK EXPERIENCE

Owner/President

Gray Project Solutions - Pacific Northwest - September 2010 to 2020

Establish strategic pre/post-construction risk & warranty management solutions for general contractors, developers, and home builders. Each designed to maximize ROI, increase project and admin productivity, and boost unit sales. Generated and maintained average growth rate of 26% year over year from inception to current.

Owner/Operations Manager

Indulge Full Service Salon, LLC - Mercer Island, WA - 2010 to 2014 - (Sold 2014)

Own and operate the largest upscale full service salon and spa with multiple services and a 15+ person staff. Manage daily operations including staffing, scheduling, marketing, business development, accounting and customer service.

Coordinate specialty events including auctions, weddings and community events

Regional Development Manager

AxisPointe, Inc - Lehi, UT - 2006 to 2009 - (Acquired 2009)

Opened the Western Territory (North CA/OR/WA/North ID/British Columbia) remained accountable for sales and service.

Personally, generated over \$1.2mil in contracted new business.

Provided innovative suites of services catered specifically to individual Local/National Builders and Developers designed to increase productivity, manage risk, reduce overhead, improve client/buyer relations, and generate better builder efficiencies.

Senior Account Representative

Waste Management, Inc - Kirkland, WA - 2001 to 2006

Accountable for sales and service for (2) major service territories: including tactical plans, new product launches, waste reduction, account strategies and service sales.

Coordinate with construction superintendents, project managers, and city officials on service performance, dates, times, efficiencies and analyze services levels and rates.

Increased total number of accounts by 121% and the Quarterly account value by an average of 41%

EDUCATION

Bachelors in Entrepreneurial Management

University Of Washington - Seattle, WA

2000 to 2004

SKILLS

B2B, B2C, SaaS, SEO, MS Office, Data Management, Cold Calling, CRM

LINKS

LinkedIn: <http://www.linkedin.com/pub/michael-a-gray/68/8a0/b68/en>

Website: <https://grayholdingsinc.wixsite.com/michaelagray>

ADDITIONAL INFORMATION KEY STRENGTHS

- Strategic Business
- Client Retention
- Networking
- Regional Sales Development
- Team Leadership/Training
- Contract Negotiations
- Business/Revenue Growth
- Competitive Market Report
- New Product Launches