

# DWIGHT ANTHONY MANNING

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## PROFESSIONAL SUMMARY

Experienced and results-driven sales strategist and account manager, with over 20 years of proven success in enterprise sales, account management, and strategic planning. Demonstrates exceptional expertise in SaaS sales, B2B relationship building, and C-level negotiations, driving consistent revenue and sales growth, customer satisfaction, and market share expansion. Proficient in assessing client needs, developing tailored solutions, and implementing innovative strategies to meet and exceed organizational goals and objectives. Known for exceptional interpersonal skills, self-motivation, problem-solving expertise, analytical and strategic thinking, and cross-functional collaboration that foster long-term client relationships and team synergy. Adept at employing tools like Salesforce, Hubspot, and LinkedIn Sales Navigator to optimize sales growth and consistently enhance productivity.

## AREA OF EXPERTISE

Sales Strategies | SAAS Selling | Customer Relationship Management | Product Knowledge | Problem-Solving | B2B Sales | Relationship Building and Management | Sales Presentations | Closing Skills | Inbound Phone Etiquette | Funnel Management | C-Level Negotiation | Client Needs Assessment | Critical Thinking | Outbound Marketing | Strategic Planning | Relational Selling | Multitasking | Creativity | Analytical Thinking | Decision Making | Team Work | Strategic Management | Cross-functional Collaborations | Flexibility | Interpersonal Skills

## CAREER HISTORY

### Enterprise Sales Manager

#### DISPATCH

Aug. 2022 – Present

- Collaborate with C-Suite executives and vice-presidents in facilitating Dispatch offerings expansion in selected accounts, resulting in 60% increase in market share.
- Implement Dispatch services adoption and cross-selling additional product offerings across multiple locations, boosting revenue by 80%.
- Build strong relationships with key decision-makers, driving 50% customer satisfaction and revenue growth.
- Stay up-to-date on market trends, competitor activities, and customer needs, impacting strategic sales management and planning.

### Enterprise Account Executive

#### DISPATCH

Jan. 2022 – Aug. 2022

- Supported and expanded existing business within targeted Enterprise accounts, resulting in 70% revenue growth.
- Collaborated with the Enterprise Sales Manager to devise tailored strategies for each account, significantly enhancing sales outcomes.
- Led practical training on Dispatch's product offerings in both physical and virtual meetings, which led to secured client buy-in.
- Developed and executed strategic account plans, raising revenue by 19% in the first quarter of 2022.
- Identified opportunities to upsell, cross-sell, and expand within existing enterprise accounts, fostering account growth and expansion.

### Territory Sales Manager

#### DISPATCH

Aug. 2019 – Dec. 2021

- Collaborated with key decision-makers through proactive prospecting and effective cold-calling strategies, which resulted in accelerated business growth.
- Managed C-level relationships, resulting in a 50% market share and revenue increase.
- Taught customers physical and virtual product offerings, resulting in 80% sales growth.
- Surpassed revenue goals each full year by consistently applying exceptional and strategic sales plans.
- Collaborated strategically with business development representatives, which led to closing new business opportunities across various markets.
- Implemented effective needs assessment, solution selling, and account management, enhancing customer satisfaction and retention.

### Account Manager

#### ProSource of Orlando

Jun. 2017 – Jul. 2019

- Promoted company to trade professionals, resulting in an expansion in client base and revenue growth.
- Managed accounts and provided tailored assistance with their construction requirements, elevating customer satisfaction levels.
- Enlightened clients on both technical specifications and aesthetic considerations, which enhanced their understanding and appreciation of flooring solutions.
- Conducted comprehensive needs assessment, which led to developing and implementing unique solutions to satisfy customer needs.
- Fostered strong relationships with colleagues while executing value-added solutions, which enhanced the business' competitive advantage.

## Senior Sales Executive

### Critical Environments Group (CEG)

Mar. 2016 – Jun. 2017

- Delivered comprehensive tailored solutions to clients, resulting in strengthened partner relationships.
- Supervised the entire sales cycle from prospect to close, which led to a consistently higher level of customer satisfaction.
- Handled proactive meetings, effective cold calling, and impactful presentations, optimizing sales opportunities.
- Led expansion into new markets and relationship management with existing client base, resulting in maximized offerings.
- Provided valuable competitor and market insights that helped the company stay ahead of competitors.

## Corporate Account Manager

### Schneider Electric, IT Business

Jun. 2008 – Feb. 2016

- Led on-site presentations to teach end-users and partners about the company's solutions, resulting in increased discrete sales.
- Handled the market liaison at prestigious trade shows like Garner, BICSI, and ASCII, which skyrocketed brand visibility and generated leads.
- Successfully outfitted all Publix Supermarkets with the company's racks and UPS, which generated \$ 6 million in revenue from 2009 to 2012.
- Collaborated with Adventist Health Systems to standardize the company's data center solutions across its hospital network, significantly growing its competitive advantage.
- Enhanced sales processes, identified areas for improvement, and implemented changes, increasing sales efficiency and productivity.

### Also excelled as:

- **Inside Sales Representative | Schneider Electric, IT Business** Apr. 2003 – Jun. 2008
- **Group Operations | Collette Vacations** Aug. 2000 – Apr. 2003

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### EDUCATION & CERTIFICATION

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#### Bachelor of Science in Business Management

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Roger Williams University, Bristol, RI

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### TECHNICAL SKILLS

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**Tools:** Salesforce, Microsoft (Word, Outlook, PowerPoint, Excel), Gmail, RFMS, Hubspot, ZoomInfo, LinkedIn Sales Navigator,