

Christopher Newlin



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Overland Park, KS

Experience

Major Strategic Account Executive

Spectrum Enterprise, Charter Communications | May 2018 - Present

Overland Park, KS, USA

- Created strategic sales plans and measured success to monitor and document execution and effectiveness.
- Exceeded quota in first full year expanding new client acquisitions.
- Researched and discovered new sales opportunities to elevate revenue and market share.
- Conduct tactful and mutually beneficial contract negotiations and conversations with C-Level executives including CIO's, CSO's, and CTO's.
- Created and implemented a strategic business plan to multiply customer base.
- Strategized long-term business objectives by assessing customer feedback for direction on process improvements.
- Cultivated professional relations to establish long-term profitable partnerships.

Account Executive and Consultant

CornerStone Communications, Inc. | June 2008 - May 2018

Overland Park, KS, USA

- Responsible for the entire sales process including sales strategy, internal and external communication with leadership, pricing and packaging, marketing and contract negotiations.
- Established 100 new accounts in 10 years earning profit of over \$5 million.
- Consistently exceeded the \$1 million yearly sales revenue objective.
- Facilitated a sales strategy to offer consulting packages and engineering help to foster trust and confidence in our company resulting in 25% increase in consulting and engineering fees.
- Consulted with clients to create better financial models for their network by focusing on efficient bandwidth and speed of applications. This resulted increased network and hardware sales by 50%.
- Developed sales plan to move new clients from T1 Legacy services to fiber services in both Internet and Private networks. Doubling the monthly reoccurring network sales while increasing client bandwidth needs.
- Increase hardware and security licensing sales through bandwidth upgrades.
- Received company Employee Performance Award after maintaining record sales achievement of 50% growth 12 straight months.

Skills

- Customer Acquisition
- Leadership
- Strategic Vision
- Financial Analysis
- Solution Selling
- Project Management
- Client Relationships
- Budget Management

Education



Baker University

Baldwin City, KS

December 1999

Bachelor of Science

Sigma Phi Epsilon

Experience *(continued)*

Account Executive/Channel Manager

FatPipe Networks Inc. | September 2004 - June 2008

Salt Lake City, UT and Olathe, KS, USA

- Responsible for business development and channel partner management throughout the Midwest and Southeast.
- Exceeded department expectations for productivity and accuracy levels by meeting or exceeding quota each quarter.
- Identified lucrative leads, built relationships with new clients and upsold services, increasing business development by 30%.
- Boosted company's brand recognition and sales through consistent physical presence at industry events and trade shows and proactive networking with customers and prospects.
- Created and launched a new channel sales network that revitalized sales and marketing efforts and resulted in 30% increase in company sales and steadily increasing market share
- Managed team of diverse channel sales professionals, set channel strategies and achieved sales and profit goals by selling goods and services and building customer partnerships.

Organization and Community Involvement

Overland Park City Council – Elected Leader

City of Overland Park | January 2018 – Present

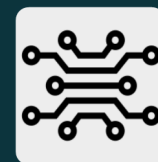
Overland Park, KS, USA

- Vice Chairman Finance Administration and Economic Development
 - Co-manage \$300 Million Budget
 - Create policy to invest in business, create jobs, and increase tax revenue for the city.
- Community Development and Public Safety Committee
 - Create policy for zoning growth, park systems, and long range planning.
 - Create policy around police and fire services.
- Chairman Mental Health Task Force
 - Creation of the Crisis Intervention Team within the Overland Park PD
 - Recommend policy ideas which develop partnerships with our partners to provide better mental health services.

Interest



Family



Technology & Innovation



Sports and Coaching



BBQ



Arts and Entertainment