



VINCE RANDAZZO

VINCERANDAZZO.COM

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MEET VINCE

Exceptional c-suite relationship builder and entrepreneur with notable experience in consultative sales, account management, and maximizing profitability.

Known for ownership, grit, results, creativity, enthusiasm, drive, and superb client care.

EDUCATION

The King's College
New York, NY

B.A. in Politics, Philosophy, and Economics, Class of 2015

SKILLS

- Leadership
- Account Management
- Consultative Sales
- C-Suite Engagement
- Cross-Functional Collaboration
- Active Listening
- Problem Solving
- Public Speaking
- Boardroom Communication
- Negotiation & Influencing
- Client Happiness

WORK EXPERIENCE

[Inspire Leadership Network | Atlanta, GA](#)

OCT '21 - PRESENT

Director, Sponsor Development

- Recognized as the top seller on the sales team by management
- Driving \$2.4M in ARR through sales growth managing 100+ accounts
- Exceeding 106% of sales quota over 3-year span
- Contributing to team development by interviewing candidates, coaching new hires, and championing sales process innovation

[Salesloft | Atlanta, GA](#)

NOV '20 - SEP '21

Sr. Enterprise SDR

- Generated leads (C-Suite, VP, & Director) for enterprise organizations
- Achieved 80% of sales quota during two regional account transitions

[Booster Enterprises | Alpharetta, GA](#)

JUN '20 - AUG '20

Account Manager

- Managed 28 clients and responsible for \$800k ARR
- Facilitated weekly sales meetings, focused on upselling new program offerings during Covid

Leader Development Specialist (at Home Office)

JUN '19 - MAY '20

- Directed a 9 month Leader Development Program for 130 employees
- Hosted 19 professional development workshops for 300+ employees

Sr. Program Leader

JUL '18 - MAY '19

- Oversaw \$725k in ARR, ranking #1 out of 200 peers!
- Rebooked 95% of revenue (company avg. 80%)

[Chick-fil-A | Peachtree City, GA](#)

AUG '15 - MAY '17

Operations Manager

- Managed and led 50 employees of a free-standing restaurant
- Oversaw team member development, employee on-boarding, vendor-relations, product inventory, and weekly scheduling
- Produced strongest "team culture" the Owner had seen in 20 years

Fun Facts: I've DJed almost 100 weddings, I'm a big Detroit Lions fan, and I once spilled champagne on Nicole Kidman