**Jerry Lopez**

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**SUMMARY**

An accomplished and results-oriented sales leader with extensive experience in pipeline management, SaaS, contract review, customer development, client relationship management, market trends and analysis, commercial strategy pricing agreements, and information governance. Displays proven success in developing and implementing strategic business plans, achieving top performance levels, significantly expanding business opportunities, and managing all bottom-line factors to maximize productivity and realize substantial revenue growth. A versatile leader who builds and mentors high-caliber teams and engages key stakeholders while coordinating cross-departmentally to incorporate and lead a broad range of sales strategies that deliver year-over-year revenue growth within markets.

**EXPERIENCE**

Aspentech Inc Houston, Texas

**Sales Director, Lead Management and Inside Sales** 2020-2024

* Managed global team of 20 lead development representatives located in Singapore, United Kingdom, Mexico City, and Boston to process global lead generation for sales.
* Oversaw lead development and revenue of inside sales team for asset performance management division, leading team of 12 account executives to focus on closing new logo clients and fast track implementations.
* Created new “Lead 2 Opportunity” program and developed business requirements handbook that detailed all processes in marketing, operations, lead generation and development, representative onboarding, and training for global sales team.
* Collaborated with field, programs, corporate, and product teams to develop marketing strategies including events, webinars, website content, public relations, and product collateral, generating content for entire organization.
* Implemented one-day turnaround time for high priority sales leads, and nurtured prospective leads after 30 days.
* Developed scorecard to monitor month-to-month and year-over-year improvements in lead development for entire organization, and incentivized team members with high performing KPIs.
* Built dashboards in Power BI for marketing and sales to monitor and measure lead and opportunity success.
* Received CEO Excellence award for “Lead 2 Opportunity” program, recognized as the first Scale-One initiative to be rolled out company wide.

CIOX Health Houston, Texas

**Director, Client Success** 2017-2020

* Supervised and coordinated staff activities for revenue cycle management team of 150 sales professionals, while providing leadership, strategic direction, and operational administration.
* Oversaw operations, communication, and local leadership at 50 hospitals across three large metro areas, as well as call centers.
* Provided monthly, quarterly and annual business reviews to C-Suite executives, assessing organizational health of hospitals and service centers, and utilizing NPS surveys for training and audit of performance.
* Rolled-outhealth information management platform for over 50 hospitals, collaborating with IT to seamlessly integrate new customer feature into current infrastructure, while cross-training team members.
* Processed accurate reconciliation of financial records and invoices uncovering $250k outstanding balance due to company.
* Achieved highest results in revenue share, profit margin, and NPS customer satisfaction receiving a score of 9.43 for a full calendar year.
* Awarded prestigious Shared Service Center of the year for HCA 2018 and 2019 by HCA for hitting all key process indicators quarter-over-quarter and year-over-year compared to five other shared service centers.

Datatrans Solutions Houston, Texas

**Vice President Of Sales** 2013-2017

* Spearheaded corporate development efforts, operational and sales strategies, and improvement initiatives to achieve defined goals and expand market share in EDI within healthcare.
* Recruited, on-boarded, trained, and managed inside sales, outside sales, call center, customer success, and implementation teams.
* Developed a customer success strategy centered around retainment, overseeing customer journey from marketing, to lead generation, operations, project management, and implementation.
* Grew inside and outside sales teams from 2 to 12 sales professionals, expanding coverage across all of the U.S.
* Createdorganizational chart of company to define responsibilities and standard operating procedures.
* Improved revenue growth during tenure from $2.3M to $10M.
* Onboarded new customers with 98% accuracy implementation rate and 95% retention rate.
* Attracted a new sales vertical in healthcare industry, responsible for signing 20 hospitals away from dominant EDI competitor.

**ADDITIONAL EXPERIENCE**

TRIOSE Inc, Houston, Texas, **Regional Director**, 2010-2013. Maintained and improved sales within assigned region of Texas, Oklahoma, Arkansas, and Louisiana. Enabled company to expand and provide quality service as well as innovative logistics solutions within healthcare sector. Conducted quarterly business reviews to all clients to identify opportunities for growth and efficiency in supply chain. Devised and implemented administrative issue resolution to improve healthcare and patient satisfaction. Created ‘fast track’ implementations process for small to mid-size hospitals, increasing efficiency levels and patient satisfaction, eventually leading to full onboarding of clients within 30 days compared to previous standard of 90 days.

Iron Mountain, Houston, Texas, **Key Sales Account Manager**, 2006-2010. Managed and maintained over 100 accounts across five product lines. Conducted presentations to key stakeholders and was responsible for contract renewals, proposal, and ongoing contract negotiations. Obtained and researched current on-going product needs for each client and supervised each account to initiate action plan and increase revenue. Recognized as the top sales performer in region and made the list of top ten account managers company-wide.

Fedex, Houston, Texas, **Senior Manager and Sales Account Executive**, 2000-2006. Generated leads across the Houston area selling transportation services across multiple verticals. Executed client-facing meetings and developed a strong sales foundation. Recognized with the President’s Club Award two years running.

YRC, Houston, Texas, **District Quality of Products Manager**, 1996-2000. Oversaw operations at work-sites across Texas, providing quality assurance for a large organization. Held various positions, earning 6 promotions in a 4-year period.

**EDUCATION**

University of Houston, Houston, Texas

**M.S., Management and Leadership**

Texas Tech University, Lubbock, Texas

**B.A., Political Science and Business Administration, Minor in Spanish**

**PROFESSIONAL DEVELOPMENT**

*Artificial Intelligence and Machine Learning, University of Texas*

*Data Science for Business, Building a Data Driven Organization, Rice University*

*Acclivus R3, Spin Selling, and Miller Heiman Sales Trained*

**AWARDS**

*President’s Club*

*Top 10 Club*

*CEO Excellence Award*

**COMPUTER SKILLS**

Power BI, MS Suite, Salesforce, Zoho, Hubspot, Microsoft Dynamics, Netsuite

**LANGUAGES**

*Fluent in English. Conversant in Spanish.*