

Clifton Lloyd Hebert

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OBJECTIVE:

To enhance the profitability and growth of a professional organization through the utilization of my current skills and experience in conjunction with the continued growth and development of those skills.

CAREER RELATED EXPERIENCE:

Independent Consultant

June 2001 – Present

- Sales & Marketing Consultant for startup wireless Internet company
- Technology and Telecommunications consultant for several businesses in different sectors

Dantis, Inc. (now defunct)

January 2001 – June 2001

Strategic Account Manager

- Sold Dedicated Managed Web hosting to Global 2000, Fortune 500 and DotCom startup companies
- Served as "Single Point-of-Accountability" for a book of clients
- Utilized Solution Selling methodology to help acquire and maintain clients
- Helped develop documentation to support both front end and back end operations of the Strategic Account Management department

PSINet Inc.

October 1997 – January 2001

Senior Account Executive

August 2000 – January 2001

- Sold Internet solutions such as Dedicated Managed Web hosting and high-speed Internet access to Global 2000, Fortune 500 and DotCom startup companies
- Responsible for all new account development: making cold calls, qualifying prospects, assessing client needs and presenting PSINet solutions over the phone as well as face-to-face with prospects and clients
- Successfully generated revenue by establishing relationships with IT Solutions Consultants, Value Added Resellers and current customers

Inside Sales Manager – DSL Group

November 1999 – August 2000

- Developed and maintained an inside sales department within PSINet to focus primarily on the sale of DSL to a wide range of business customers
- Supervised redesign of office; ordered all equipment needed and hired and trained sales representative in four weeks
- Successfully led team to achieve 100+% of goal five of the six months in operation

Director of Sales & Marketing (Zebra.Net, Inc.)

October 1997 – November 1999

- Effectively initiated and developed a Business-to-Business sales department
- Initiated and managed efforts to positively change the company image which played an integral role when negotiating the sale of the company to PSINet
- Developed sales and marketing initiatives for the company that grew the subscriber base from 6,000 to 20,000

Mobile BayBears Pro Baseball Club

June 1996 - October 1997

Ticket Sales/Operations

- Sold ticket packages to area businesses
- Participated in all aspects of establishing a Class AA professional baseball club in Mobile including, but not limited to, choosing a name and logo and planning everyday operations

EDUCATION:

University of South Alabama - Mobile, Alabama

Major: Marketing

Graduated: June, 1996

OTHER:

- Excellent working knowledge of most standard desktop applications
- General knowledge of Enterprise systems and applications (i.e. EMC, SUN, Veritas, UNIX, LINUX, etc.)

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REFERENCES

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