

SHAWN VANN

WWW.SHAWNANN.COM

EMAIL@SHAWNANN.COM

Dynamic, accomplished **Business Development Professional** with extensive progressive experience leading innovative business initiatives. Proven ability to work under pressure and make an **immediate, positive impact** while consistently exceeding expectations. Qualified and ready to assume a position of increased leadership and responsibility in Commercial Real Estate Development.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION, REAL ESTATE DEVELOPMENT, 3.64
NOVA Southeastern University, Davie, FL,

BACHELOR OF SCIENCE, GRAPHIC DESIGN/ARCHITECTURE MINOR
Florida A&M University, Tallahassee, FL

PROFESSIONAL PROFILE

NATURES BOUNTY (NBTY), 2006-PRESENT

Traffic Manager, Boca Raton, FL

Multi-national vitamin and food supplement direct marketer and private label manufacturer.

- ◆ Successfully managed creative staff needed for package design, procurement and final delivery.
- ◆ Consistently delivered more than 78% of new product launches by scheduled end date, a 6-7% increase.
- ◆ Increased workflow efficiency by 8-10% while closely monitoring personnel strengths and downtimes.

SCRIPTLOGIC, 2005-2006

Account Executive, Boca Raton, FL

Upstart network administration software developer serving small and medium businesses.

- ◆ Engaged and managed new and existing customers in Wisconsin and Illinois territories.
- ◆ Managed entire sales cycle from prospecting, qualifying, value proposition to close.
- ◆ Boosted sales by 5% through the Sandler Sales Method incorporating cost/benefit, and pain/gain consultation.

PRESTIGE HOME CENTERS, 2005

Housing Consultant, Tallahassee, FL

Florida-based manufactured and modular homebuilder with retail operations throughout north and central Florida.

- ◆ Immediately delivered 8 completed homes with 6-9 more contracted and 12-16 more in pipeline within short timeframe.
- ◆ Analyzed potential customers' budget and needs and advised on most appropriate lending resources.
- ◆ Negotiated purchase price protecting profit margin and oversaw all permitting and contractor phases.

MACCENTER, 2003-2004

Account Executive, Tallahassee, FL

Value added technology service and sales company specializing in Florida education market.

- ◆ Managed private K-12 and community college accounts in north and central Florida selling innovative software and hardware.
- ◆ Grew \$600,000 territory into \$3 million account in only 14 months, a revenue growth of 400%.
- ◆ Collaborated with purchasing managers, department chairs and essential key stakeholders.
- ◆ Conceptualized and developed strategic sales/marketing plan and account analysis to boost performance goal initiatives.
- ◆ Converted non-performing account with a \$250,000 business solution.
- ◆ Ranked #1 salesperson and nationally recognized for driving revenue in excess of \$1.5 million.

APPLE, 1999-2003

Senior Campus Rep, Tallahassee, FL

Global provider of Mac hardware and software for home, office and education accounts.

- ◆ Promoted education solutions and events to administrators, faculty and students in the FAMU and FSU collegiate market.
- ◆ Collaborated with executive decision makers and secured purchase commitment for new \$225,000 computer lab.
- ◆ Planned and executed 3 MacWorld satellite events, more than 100 guests in attendance, coordinated as aspects of the event: speakers, technicians, invitations, etc.

AREAS OF EXPERTISE

- * Rapid & Strategic Relationship Building
- * Business Finance
- * Increasing Revenue Production
- * Planning & Project Design
- * Leadership & New Business Development
- * Market Analysis & Problem Resolution
- * Business & Real Estate Ethics