

Abigail H. Rogowski

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Objective: Holds a strong track record of meeting business objectives, goals, and initiating processes to achieve targeted growth. I bring a positive and competitive drive along with strong work ethic to align with an organization's principles of success.

Professional Experience

Intellinetics, Columbus, OH

9/09-4/2010

Executive Account Manager

Responsible for selling various software services to organizations who understood the value of technology to increase efficiencies and improve their bottom line. Developed a strategic Marketing Campaign focused on providing an automated electronic admissions package and Electronic Document Management solution for over 1,000 Extended Care Facilities throughout the state of Ohio.

Key Accomplishments:

- Organized campaign focused on healthcare and long-term care facilities to enhance admissions
- Organized campaign for state of Ohio schools to report testing scores to the state
- Business Fruit and Bagels Series: Strategic Business Roundtable to create business alliances/ leads.

Office Depot, Columbus, OH

3/05- 9/09

Business Development Manager II

Responsible for \$750K new business quota selling Digital On line Printing, Technology, Coffee, Furniture and Office Supplies, calling on businesses of 75 to 1,000 white collar employees.

Key Accomplishments:

- Columbus Metropolitan Library- 22 branches = **\$.5M account for 3 years**
- Worthington Industries- 76 locations, National Account = **\$2M account for 3 years**
- **2009 189% of quota and 36%IMU for the year**

Jefferson Wells International, Columbus, OH

2/02- 1/05

Business Development Manager

Developed and established long-term client relationships that enhanced the profitability of the company. Delivered strong leadership, management, business and analytical skills to assess needs, resolve issues and enhance relationships. Thought creatively and utilized problem-solving skills to assure client satisfaction.

Key Accomplishments:

- Achieved **27% growth** within existing accounts and sold **15% new business**
- Successfully applied executive skills in sales, marketing , major account development
- Combined skills in both operations and project management
- Developed true process and control for Sarbanes-Oxley for corporate integration

Qwest Communications/ LCI, Columbus, OH

8/93 - 10/01

Senior Program Manager /Commercial Sales

Managed and coordinated projects for the Senior Program Manager in the International Engineering Division ensuring the following: scope of work, budget, stakeholders, deliverables, dependencies, delivery dates and overall project success. Achieved consistent sales success utilizing consultative selling, thorough product and industry knowledge, and high level prospecting activities. Closed large, complex sales with customers by gaining commitment to implement value-added products and service solutions. Articulated the purpose, key features, advantages, limitations, and value proposition of company's technology products and services (i.e., Voice, Data, IP and Hosting).

Key Accomplishments:

Program Management

- Managed the following projects from start to finish: Asia 15K Passport Certification and Deployment Project, Co-Location builds for Triumph Communications
- Tested projects to ensure capabilities include: Cisco E-mail Manager, Collaboration Server, Media Blender, 8XX Enhanced Features and Qwest Web Call Contact Center
- Applied skills used to manage such projects in conjunction Microsoft Project 98': Project Initiation, Planning, Facilitating, Execution, Controlling, Budgetary, Closing Process and Lessons Learned summary review

Account Executive

- Commercial Sales, Consistently achieved \$50K Monthly Quota
- Developed and expended current networks
- **Successfully closed 60% of all appointments and 80% of proposals/ RFPs.**

Allnet Communications, Toledo, OH,

5/89 – 7/93

Commercial Sales Representative

Achieved monthly sales quotas by delivering solutions to customer's telecommunication needs. Delivered optimum customer service and assisted in retention of independent account base. Prospected for new business customers through high-level cold calling, networking and lead generation.

Key Accomplishments:

- **Earned Top Salesmanship Award –1993**
- **Closing ratio 30% of appointments and 40% of proposals**
- Contacting over 4,000 new prospects and developed profiles and potential revenue assessments
- Worked the 80/20 sales plan, averaged 8-10 new appointments
- Averaged 100+ cold calls per week

Additional Management Experience

4/79 – 3/89

- 10 years in the Hotel Restaurant Management industry with the following corporations: Main Street Ventures, Epicure Food Management Services. Internship Nantucket Island in 1983 for 9 months
- Training, Coaching and Mentoring
- Front/Back of the House Operations
- Budget, P/L, Payroll, HR Responsibilities

Education

Sienna Heights College - Adrian, Michigan, 1996 Associate of Arts Degree, Hotel, Restaurant, and Institutional Management

Additional Training / Seminars/ Community

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| ▪ Dale Carnegie Sales | The American Cancer Society- |
| ▪ Dale Carnegie- Personal Development Course | Strides walk October 5 th 2008- Breast Cancer |
| ▪ Tom Hopkins Sales Seminars | *Entertainment Chair |
| ▪ Peter Lowe's Sales and Motivation Series | Dale Carnegie- Graduate 1982, Graduate Assistant |
| ▪ Professional Selling Skills | for 22 years |
| ▪ Professional Prospecting Skills | Cisco Sales Certification- 2001 |
| ▪ Professional Retention Skills | Junior League- 1994-2000 |

~Thank you for your time and consideration- References available upon request~