



ALEX WOLFRAM

BUSINESS DEVELOPMENT
BUSINESS SALES - BUSINESS MANAGEMENT

CALL/TEXT (832) 602-2280 @ RESUME@AWOLFRAM.COM
WWW.AWOLFRAM.COM

To:
Hiring Manager
Houston Metro Area
Texas

Position(s):
C-Suite Level Positions
Business Manager,
Sales Manager,
Business Development
Marketing Director
Operations

Date:
Summer 2019

From:
Alex Wolfram

League City, Texas

HELLO

Please accept this letter and attached resumé for your consideration. I am very excited and interested in the possibility you may have an opening in the Houston area that directly reflects the skills I can offer. With my vast professional experience, I have been both a top performer and successful business owner, with an exceptional ability to plan and implement aggressive sales strategies and operational expertise to support critical business objectives and needs.

I'm an expert in business communications, operations management, editorial direction, and product / process design. With over 25 years in business management experience and consulting numerous other startup entities, I have worn many hats: Marketing Director, General Manager, Operations Officer, web designer, product designer, PPC manager, video editor, HR manager, visionary, and large sales team manager. As a result, I have a unique ability to manage multidisciplinary projects and to navigate complex challenges. I am an inventor of products and new ideas, always looking for better efficiency and design.

I'm a multi-linguist in technology, enabling me to better drive today's business needs. I speak fluent geek, marketer, editor, designer, trainer, entrepreneur, computer guru, and difficult client. I have a fundamental understanding of the skills required of myself and my staff, which means fewer mistakes. I see the inner workings of structures and seek to bring them into harmony. If my left and right brain were hands, I'd be ambidextrous. I'm a former Marine, so I intuitively run into fires, yet I am always the calm one. I don't care who gets credit, I just want to win.

My skill-set and industry expertise are comprehensive and up-to-date, and I make it my top priority to see that all tasks are done well and efficiently. I believe my experiences and track record make me an excellent fit for your needs and requirements. I have attached my resumé for your consideration. Please feel free to contact me via phone, text or email at a time of your convenience, to discuss my background as well as the requirements for your needs.

Alex Wolfram

 [LinkedIn.com](https://www.linkedin.com/in/awolfram)
/in/awolfram

 awolfram.com



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INFO

Name ALEX WOLFRAM

Addiction Starbucks

Date of Birth January 5th

Myers Briggs ENTJ

DISC 37-58-42-74 

Status Married

Languages English (native)
German (fluent)
Spanish (eaten)

CONTACT

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Veteran USMC

Education Biz Admin

CONNECT

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 LinkedIn.com
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 www.Twitter.com
/AZ_Devildog

 www.Facebook.com
/arizonadevildog

PROFILE

Innovative and proactive executive with professional development skills and a strong background in B2B / B2C sales, business management, business scaling, and sales territory management. Extensively experienced in high-volume, multiunit, team deployment, eCommerce and start-up businesses with a core emphasis on operations, team building and leadership. Versatile and knowledgeable with a multidiscipline exposure in technological end user experiences. Self motivated and exceptionally skilled at building new systems from the ground up, or optimization and refining of existing infrastructures. Seeking a position in a professional environment that fully embraces my vast and diverse experience.

EXPERIENCE (YEARS AND LEVEL)



WORK

- NATIONAL MARKETING DIRECTOR** 09/14-12/18
 AKINA PHARMACY / VOLENTE Dx
 Built sales teams & developed digital marketing materials, including policy administration, HR, payroll process, and sales rep work flow processes
 - Grew new territory to \$250,000+ revenue in 5 months
 - Established territory via cold calling, to 265+ clients in first 6 months
 - Trained & Developed national sales team
- CHIEF OPERATIONS OFFICER** 04/03-09/14
 ESP SYSTEMS (SaaS Entity)
 Built web based delivery platform for eLearning to thousands of new students each month, including foreign exchange students from 40 countries
 - Negotiated \$2 Billion contract with Chinese government
 - Managed \$2 Million dollar annual marketing funds
 - Handled entire AdvancED accreditation process in only 2 years
- VICE PRESIDENT** 01/91-04/03
 METRO ONE TELECOMMUNICATIONS
 Built all core systems for startup entity handling 1411 service in AZ, CA, NV, NM, TX.
 - Built HR, training, payroll, accounting, and call center operations
 - Scaled business from 17 employees to over 7000+ in 5 years
 - Travelled and Trained other regions to mimic the performance from my territory

SKILLS

BUSINESS DEVELOPMENT

ORGANISATIONAL SKILLS

COLD CALLING / SALES

TEAM MANAGEMENT

PROJECT MANAGEMENT

ADVERTISING

SOFTWARE

APPLE MAC / PC

WORDPRESS

ADOBE SUITE

SALESFORCE & CRM SOFTWARE

FINAL CUT PRO

PPC MARKETING

BUSINESS LOGISTICS

REFERENCES

Robert Blohm
SVP, Sales & Alliances
Open Symmetry
(602) 617-9916
rblohm@opensymmetry.com

Mark Schwartz
CFO
Foumberg Co
(480) 252-6304
marks@foumbergco.com

Adam Williams
CEO
WinVestments
(503) 757-7757
winvestments@icloud.com

WORK (CONTINUED)

- **CONSULTING** 01/96 - Present
WOLFRAM MANAGEMENT
Multidisciplinary exposure including General Contracting, Garage Door Servicing, TV/Film Production, Outdoor Marketing, Software Development, Low Voltage Installation, Manufacturing and eCommerce.
 - Prototyping, Design, and Manufacturing processes
 - Project Management including EMR systems, CRM, and IOS software systems
- **DIRECTOR OF MARKETING** 03/11 - 12/14
EARN CHARITY
Founded charity to aid underprivileged individuals to afford educational needs
 - Implemented and developed 501c3 entity in only 4 months
 - Planned and coordinated numerous public relations events
 - Increased new member contributions and business relations

EDUCATION / MILITARY

- **BUSINESS MANAGEMENT** 1991 - 1994
SCC - ARIZONA
- **E5 - SERGEANT** 1988 - 1991
UNITED STATES MARINE CORPS

CORE ACCOMPLISHMENTS

TEAM:

Team Development - Built and coordinated 3000+ sales agents in 40 countries
Trained - All levels in channel, including owners, distributors, managers, & sales team
Marketing - course guides & marketing brochures for sales teams
Presentations - weekly team calls including training, product introduction, and SITREPS
Sales Tools - developed and integrated sales tools and procedures for outside sales reps

BUSINESS:

Scaled - business from 17 employees to 7000 in 7 years handling 100k's calls per week
Negotiation - \$2 Billion dollar deal with Chinese government
Inventor - Patent processing experience with multiple products and fulfilment
Retail Sales - Walmart, Home Depot, Lowes, Amazon, Bed Bath Beyond, eBay
Accreditation - Achieved regional accreditation status in only 2 years

STAFF:

Process development - Created core training and procedures cutting costs by 20%
Training - Mentored and coached staff resulting in highest performance revenue YOY
Human Resources - developed multiple HR Policies and handbooks
Couching - Extensive experience with employment couching, reprimands, performance reviews, and new hire/termination process

MARKETING:

Budget - Managed over \$2,000,000+ (million) in annual advertising & marketing funds
Growth - Grew pharmaceutical sales territory to 265k/month in 6 months
Web Traffic - Increased website traffic to over 60K daily views
Social Media - Implemented effective meta-tagging, blogging, PPC's, SEO, CRO, & Adsense