

James M. Peake

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Solution Sales Profile

Career Objective Persistent and tenacious closer seeking sales hunter role to generate recurring commissions and revenue in emerging technology environment. Strategically positioned and experienced in Internet (since 1995) with technology solutions around media, marketing and advertising. Burning desire seeking new sales world records and awards. To add irresistible value to clients and provide solutions to near impossible problems by assisting client perspective and allowing client to take credit.

Delivering the Goods Rarest of breeds who takes massive action, a "secret weapon." World record holder in cold call to close with a Federal Government project 37 calendar days. Absolute fearlessness moving from disciplines of Web design/development/creative services to custom software to speech recognition, IVR telephony applications to wireless applications and online ad networks as well as online publishing and social media. Combining industry knowledge and deep network in single call access to decision makers delivers speed to market. Known as an "amazing professional and absolutely amazing to work with" for developing contacts at any company at any level, workaholic, strong sense of ethics, integrity and enthusiasm consistently going above and beyond expectations.

Key Skills

Getting to the truth fast and cutting through red tape and endless excuses, objections and finding out how the project can move forward to completion and close with mutually beneficial desired results and expectations always with a fully stoked pipeline and able to generate own leads, all business.

Master cold caller
Master closer

Complete solution sales
Team first player

Social Networker
Press & Media Savvy

Trade Show Ironman
Manage client expectations

Education

- | | |
|-------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2007 | Babson College MBA Entrepreneurship – Wellesley Massachusetts
My Success Gateway, LLC Workshop Leader of 5 Speaker on Campus Training Workshop on How to Start a Business Before Planning a Business |
| 1982 | Texas Christian University – Fort Worth Texas
Business Administration, Phi Kappa Sigma |
| 1977 | South Kent Prep School, South Kent Connecticut
Lettered in Ice Hockey & Football |

Work Experience

SpeechRep Consulting

Internet Solution Sales Consultant (July 2007 – Present)

- ✓ Treatment-Centers.net – Online Drug & Alcohol Directory- Advertising and SEO Sales – San Jose, CA
- ✓ Medizine.com – Healthcare Publisher in NYC Created Healthcare Online Ad Network
- ✓ Equals.com – Facebook and Wireless Application Developer based in New Delhi, India
- ✓ Expert Medical Evaluators EMEIntl.com – Workers Compensation Peer Review Impairment Ratings Services – Marblehead, MA

My Success Gateway, LLC Marblehead Mass

Small Business Publisher (July 2006- Present)

- ✓ Interviewed over 100 Sales, Marketing, Coaching and Personal Development Trainers
- ✓ Social Media Site for Entrepreneurs and Small Businesses seeking to invest in themselves, find a mentor or a coach and expand their extended networks

West Corporation – Omaha Nebraska

Call Center Solution Sales Consultant April 2004 – June 2006

- ✓ Sold Multi-Million Multi-Year long term contracts (Contracts is still paying out)
- ✓ Call Center Services, IVR Services, Add On Marketing Services

Voice Access Technologies – Los Gatos California

National Solution Sales Director December 2001 – March 2004

- ✓ Created functional requirements for V-Reg a speech recognition product
- ✓ Closed contracts with Hewlett Packard, Proctor & Gamble, Equifax, Aon Insurance

Banta Integrated Media – Cambridge Mass

Solution Sales Manager April 1997 – December 2000

- ✓ #1 sales professional in Cambridge Office
- ✓ Closed multi-million dollar deals in Banta Global Turnkey Manufacturing print and digital media
- ✓ Closed contracts with Jones New York, NineWest Shoe Co., Novartis, Ogilvy NY, MCLE.org etc.

K2 Design – New York, NY

Vice President Solution Sales 1994-1997

- ✓ #1 sales producer responsible for 50-75% of revenue gross revenue during tenure
- ✓ Closed multiple Fortune 500 companies for this start up
- ✓ Company public on NASDAQ as a result of dot.com boom and client roster
- ✓ Won National CASIE Award from Association of National Advertisers

Activities and Interests

Internet Everything online or almost everything online, Created www.marbleheadtohalifax.com
Personal Development and Self Study

Sports Salt Water Fishing, Camping, One Design Sailboat Racing, Blue Water Cruising, ,
Hockey Dad of Squirt II Goalie, Total Golf Hack (former professional caddy)