

## Resume

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**Daniel B. Maes**

29957 Lewis Ridge Road  
Evergreen, CO 80439

Residential Phone: 303-xxxxxxx

Day Phone: 303-670-2010

e-mail: dan@danmaes.com

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### Assets and Qualifications

#### Executive Sales Management

- Proven and quantifiable track record in recruiting, training and tracking successful sales teams that exceed quotas annually in small, medium and major markets through both direct and indirect channels.
- A strong, dynamic presence in both one on one and group/public setting.
- Experienced with CRM software that monitors and tracks sales activities and revenue.
- Specialist in both start-ups and turn arounds, especially in underdeveloped markets, via market segmentation, proper staffing, training and support in a variety of industries.
- Familiar with new product introductions that involve coordinating management, accounting, I.S., marketing, sales and customer care.
- Strong customer focus with problem solving skills that bring equally beneficial solutions to all parties.

#### Executive/General Management

- Versed in the development of business plans and forecasts to support funding acquisitions.
- A consensus builder and team builder that focuses on corporate goals no matter the industry.
- Managed every aspect of the daily operations of a 2-office telecommunications sales and service franchise including administration, technical support, sales and marketing, accounts payable and receivable, P&L and overall customer satisfaction.
- Started a new company in 2005 from the ground up that required negotiating contractual relationships with all three major credit bureaus.
- Initiated and negotiated the merge of the above company with a larger and more established company which required convincing Equifax Corporation to change a corporate policy to facilitate the merge.
- A natural leader with a strong work ethic and image that positively reflects on the company.

### Employment History

#### ACB Credit Solutions a dba of Advantage Credit Bureau

**Dec. 2008- Present**

#### VP of Sales and Partner

Merged assets of below company with Advantage Credit Bureau of ND (not the Advantage below) in order to form a larger company that provides a more diverse service offering to more diverse target markets.

#### Amaesing Credit Solutions, LLC – Evergreen, CO

**Mar 2005 – Nov. 2008**

#### Founder and Partner

Started a new credit reporting agency targeting the mortgage industry, nationally, from the ground up. This included negotiating contractual relationships/approvals to provide highly confidential information on behalf of the three major credit bureaus, Equifax, TransUnion and Experian. Performed every function imaginable in the creation of a small entrepreneurial, storefront, venture including being the sole sales professional.

- Secured over 400 client service agreements in 40 months.
- Researched, developed, and produced a first of its kind DVD series for educational purposes in the credit scoring industry.
- Established a “Best in Class” reputation for exemplary sales and customer service in the market.

**Advantage Credit, Inc. – Evergreen, CO****Mar 2003- Mar 2005****Director of Sales**

Recruited as the first Director of Sales for this 10 year-old, privately owned, independent credit reporting agency with the goals of creating aggressive sales growth nationally.

- Learned a new industry and products over a 90-day on-the-job-sales training period.
- Restructured the outside sales, inside sales, and training staff, developed a new customer training program, developed a sales model for outside sales, created new compensation models, and monthly sales activity objectives all while carrying a personal sales quota.
- Set a 2004 sales objective that would exceed the record-breaking sales of 2003, which was the mortgage industry's biggest year in decades. Hit 103% of Objective.

**Premiere Conferencing/PTEK Holdings – Atlanta, GA****Dec 2001 – Jan 2003**Sales Manager- Denver

Responsible for growth of Colorado territory revenue via direct sales channel. Utilized daily activity reports for new account executives and weekly sales tracking and reporting with direct sale team members. Services sold: full suite of integrated audio and data conferencing solutions.

- 31% territory revenue increase Q4 2002 over Q1 2002.

**Octave Communications-Nashua, NH****Sept 2000 – July 2001**Regional Account Executive – Denver

First member of this start-up audio conferencing bridge supplier's North American sales team. Responsible for penetrating and closing tier one and two audio conferencing service providers, ILECs, CLECs and large enterprise accounts in a new, ten-state territory.

- Highest revenue generator of a seven-person team.

**Voice-Tel/Voicecomm/PTEK Holdings – Atlanta, GA****April 1990 – Sept 2000**

A company specializing in providing enhanced telecommunications services including voice messaging, unified communications, and audio and data collaboration.

Regional Sales Manager – ChicagoMay 1997 – Sept 2000

Responsible for the turn around of an under-developed major market sales territory via strong new revenue growth. Achieved via recruitment, training and development of new sales staff, identification of strong vertical markets, and creation of indirect sales channel.

- Increased territory revenue over 200%.
- Accepted an appointment as National Task Force Leader with the goal of introducing a new solution to the property management vertical marketplace. National sales and marketing launch was accomplished in March 1999 and annual sales revenue doubled to \$1,000,000.00

Voice-Tel of Western New York (acquired by PTEK Holdings)Managing Partner- Rochester/BuffaloOct 1995 – May 1997

Responsible for the turn around of a two-territory franchise with the goal of acquiring one territory for my own interest. Recruited and trained staff members for the purpose of increasing sales revenues and improving customer support, retention and growth.

- Quadrupled territory sales gross revenue in seventeen months.
- Sold Franchise to PTEK Holdings and was promoted to Chicago Regional Manager position.

Voice-Tel of Colorado

Sales Manager

Sept 1990 – Sept 1995

Under new ownership, was responsible for the recruitment, training and leadership of additional sales staff for the first time in the territory's history. Identified vertical markets for sales development with the primary goal being aggressive revenue growth. Resigned to pursue my own franchise.

- Hired and trained an award winning sales and customer support staff resulting in a 300% plus gross sales revenue increase in two years.
- Implemented sales activity tracking tools to monitor and manage sales activity.

**EDUCATION**

- University of Wisconsin-Madison; Bachelor of Arts Degree May 1983
- Extensive self-training via audio-tapes and books
- How to be a Better Communicator – Skill Path Seminars March 1999
- Financial Management for the Non-Financial Manager – Skill Path Seminars Sept 1999
- Miller-Heiman Conceptual Sales Self Study Jan 2000