



ERIC D. WILSON

CONTACT

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PROFESSIONAL SUMMARY

Versatile inside sales leader with over 10 years of experience building pipelines, managing complex sales cycles, and driving client acquisition and retention across SaaS, Staffing, and Professional/Financial Services sectors. Proven ability to exceed sales targets through outbound prospecting, consultative selling, and strategic account management.

SKILLS

- Territory management
- Strategic Sales Planning
- KPI Tracking
- Goals and performance
- Pipeline Management
- Staff training and development
- Project Management

WORK HISTORY

June 2024 - Current

Regional Manager, *Ascend Staffing*, Phoenix, Arizona

- Managed all personnel and services for offices in Nevada, Arizona, and New Mexico.
- Developed, recruited, and trained new Branch Managers and Sales Managers.
- Implemented a performance-based coaching system to drive business growth and consistency across the region.
- Developed relationships with key clients to increase retention and maximize effectiveness of de-escalation when problems arose.

July 2023 - June 2024

Market Development Manager, *Adecco*, Phoenix, Arizona

- Responsible for managing sales, client relationships, and Associates
- Develop strategies to increase market share.
- Identify ideal candidates for open orders.
- Resolve conflicts, and escalations, with clients and Associates.

February 2022 - June 2023

Sales Branch Manager, *Adecco*, Tempe, AZ

- Responsible for managing sales processes, and maintaining positive client relationships, for the Phoenix office.
- Negotiated contracts, deal terms and conditions, liability waivers, pricing, length of staffing agreements, and deliverables.
- Frequently tasked with giving presentations to decision makers, leading meetings, and participating in conference calls.
- **Secured 17 new clients in one fiscal year**
- Toured job sites to ensure OSHA requirements are met and adhered to.
- Helped manage recruiters to ensure timely placement of candidates for new orders, and that job functions and duties are accurately communicated across all departments.

June 2019 - January 2022

- Operations
- Sales Management
- New Business Development
- CRM
- Salesforce

EDUCATION

January 2008

BA: Political Science and Writing
Oregon State University, Corvallis,
 Oregon

January 2014

Masters of Business Administration
Seattle Pacific University, Seattle,
 WA
 Safeco Scholarship Recipient-
 Seattle Pacific School of Business &
 Economics

Sr. Account Manager, *ZipRecruiter*, Tempe, AZ

- Grew book of business by \$2.5M+ ARR
- Managed 170+ clients and assessed needs with regards to hiring, overall staffing strategies, talent screening, budget allocation and demographics. To assist in this process, Artificial Intelligence (AI) was utilized.
- **Finished second in highest percentage to goal within entire company during first year.**
- Maintained industry knowledge of labor data to build rapport and establish credibility with current customers.
- Responsible for running campaigns designed to identify new opportunities and optimize performance of existing accounts.
- Used data and analytics to present and explain new proposed strategies to clients.
- Negotiated pricing and explained value proposition of various deliverables.

March 2015 - August 2018

Equity Management Advisor, *FP Transitions*, Portland, OR

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- Built deep relationships to assess client's needs in relation to business valuations, continuity, mergers / acquisitions and succession planning for financial advisors and institutions.
- Provided coaching/consultative services to clients regarding ongoing business needs and strategic financial services
- Managed all aspects of planning and strategy in brokering legal documents between company attorneys and clients.
- Spoke at various industry-related conferences to represent the company and provide education to participants
- Managed the review, analysis and negotiation of contracts with clients.

August 2014 - March 2015

Operations Coordinator, *Vacasa*, Portland, OR

- Formulated logistical and strategic solutions to resolve crucial business issues with owners and guests.
- Helped manage and supervise guest service and reservations employees to ensure smooth operations.
- Coordinated and aided in overseeing Vacasa's local property managers on the Oregon Coast to ensure problems and issues were addressed in a timely manner.