

Donna Noyce



Account Executive | Business Solutions Specialist | Speaker/Presenter | Consultant | Entrepreneur

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Accomplished and results driven business professional with years of successful record and in sales, marketing, business technology, project management, administration, and operational management. A diverse background spanning financial, hospitality, real estate, and government sectors underscores expertise in engaging decision makers and devising winning strategies and solutions. Has excellent interpersonal skills and ability to collaborate effectively with colleagues, partners, and clients at all levels. Skilled in optimizing team dynamics, uniting diverse agendas to a common goal, and harnessing strategic and operational drivers to deliver results. Highly self-motivated and able to work independently or as part of a team.

Let's Work Together...

AREAS OF EXPERTISE

- **EXCELLENT STRATEGIST** - Provide solutions that boost productivity and efficiency across the organization. Quickly identify problem areas and implement effective solutions to meet goals.
- **EXCEPTIONAL ORGANIZATIONAL SKILLS** - Consistently recognized by colleagues for exceptional talents in needs analysis and problem resolution in fast-paced environments.
- **PROFICIENT MARKETER** - Design, develop, and implement marketing strategies and sales campaigns, evaluate target markets, create and oversee all aspects of marketing projects.
- **SKILLED WRITER** - Write creative copy for catalogs, brochures, direct mail projects, web content, email newsletters.
- **STRONG WORK ETHIC** - Solid professional standards; excellent track record of dependability. Maintain focus on achieving results while implementing business solutions to meet a diversity of needs.
- **ADMINISTRATION AND MANAGEMENT** - Knowledgeable of business and management principles involved in strategic planning, resource allocation, leadership techniques, and coordination of people and resources.
- **PROJECT MANAGEMENT** - Identifies and assesses opportunities, schedules the project in logical steps and budgets time required to meet deadlines. Consistently recognized for completing projects on time and within budget.
- **INNOVATIVE CREATIVITY** - Employs technological solutions to increase efficiency while using time productively to track progress and meet goals.
- **HIGHLY INTERPERSONAL** - A "people-person" innately adept at rapidly and authentically creating rapport and further building and nurturing relationships.

TECHNICAL & COMPUTER SKILLS

- MS Office Suite, Apple/Mac Suite, Google Suite, PowerPoint, Photoshop, Publisher
- E-mail - Constant Contact, MailChimp, AWeber, GetResponse
- CRM - Salesforce, Zoho, Pipeline, Agile, ACT
- Social Media - Facebook, LinkedIn, Twitter, Blogs, Google
- Website Design, Implementation and Management - WordPress
- Mobile - Mobile Web App Development, Mobile Marketing (SMS, MMS) Campaign Management
- Video - Production and Ranking of Videos for Commercial Use
- Digital Marketing – Analytics, SEO, SEM
- Graphics – Logo Design, Ad Design, Marketing Collateral

NoyceResume.com



PROFESSIONAL SALES EXPERIENCE

Senior Account Executive/National Sales Manager

4BiZ Solutions - Present

- Provide business solutions including but not limited to marketing, advertising, website design, e-commerce, SaaS, point-of-sale hardware and software, and payment processing to small-medium sized businesses.
- Developed a regional online restaurant guide and led project from concept to fruition.
- Perform needs analysis, customize findings and recommendations, and procure implementation.
- Consistently assist businesses to increase their bottom line by a minimum of 25% by identifying areas for cost reduction and redirecting allocation of funds for marketing initiatives.

Relationship Marketing Consultant/Account Executive

ReminderMedia, 13 Years

- Presented marketing product and program to real estate agents at their group meetings.
- Advised agents how to follow up with automated relationship marketing by integrating this strategy into their marketing plans, increasing their repeat and referral business.
- Enrolled agents and helped them initiate the process, with closing ratios as high as 100%.
- Assisted agents with advertising and content ideas.

District Manager

Restaurant.com 2 Years

- Sold Internet and marketing services including web pages, gift certificate and gift card programs to restaurant owners.
- As a Sysco iCare Partner, worked directly with Sysco's regional team comprised of 32 Account Managers & 4 District Managers to provide Restaurant.com's marketing services to Sysco's customers.
- Helped restaurant owners obtain additional business with the use of promotional discount offers.

Direct Sales Representative

Cablevision, 2 Years

- Residential sales of cable television and Internet services.
- Established relationships with apartment property managers, leasing agents and real estate agents to obtain new residents' business.
- Created promotional marketing collateral such as flyers and business cards.

District & Regional Manager/Marine Finance Specialist

Ganis Credit Corp. & Beacon Credit, 3 Years

- Originated consumer loans for yacht financing, consistently meeting or exceeding sales quota.
- Sales, marketing, advertising and overall operation of California-based marine lending division of Deutsche Financial Services (Ganis Credit Corporation) for two years in New York and with Beacon Credit/NetBank in North Carolina for one year.
- Networked with boat dealers and yacht brokers in order to obtain their referral business for customer financing.
- Completed all preparations for working local and regional industry trade shows.
- Supervised support staff.

Advertising Sales/Photographer

Trader Publishing, 3 Years

- Sold advertising space to commercial auto and boat dealers as well as private consumers.
- Photographed vehicles for sale to be published in the Auto Trader, Truck Trader and Boat & RV Trader magazines.
- Prepared and/or wrote ad copy.

"I would describe Donna as a creative, intelligent, passionate professional who shares her knowledge and expertise freely. Her values come across in her sales as she genuinely cares about her clients."

-C. Ballou,

ReminderMedia



"Donna is one of the hardest working business women I've met. I've had the pleasure of collaborating with Donna on professional projects and find her to be ethical and tireless in her efforts to create value for her clients. She truly embodies the attitude of going the extra mile when it comes to service."

-M. Kurek

Mary Kurek, Inc.



"Donna proved to be a stickler for detail. She worked tirelessly to assure clients were not just satisfied, but elated with the work provided. Because of her exceptional work ethic, she regularly exceeded all possible expectations by completing projects not only on schedule, but with every detail covered."

-W. Grindstaff

eMarketing
Source

