

## Daniel J. Winick

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### **EMPLOYMENT HISTORY**

*Sep. 2017 – Present*

Wethersfield, CT

#### **Production Print Specialist, CBS/Xerox**

- Sell Xerox production equipment, software and solutions.
- Drive net new business by cold calling and phone prospecting with a focus on Xerox's production offerings.
- Call on a range of industries including and not limited to; manufacturing, healthcare, legal, engineering, financial and graphic designers in my territory covering 50% of CT.
- Craft and present demonstrations, proposals and value propositions to C level decision makers.
- Cultivate relationships with 9 territory representatives; develop, drive and train how to identify a production opportunity.
- Provide post sale support, account management and continuous training.
- Liaison of new solutions and technology to sales force and marketplace.

*Apr. 2015 – Sep. 2017*

Wethersfield, CT

#### **Business Development Specialist, CBS/Xerox**

- Sell Xerox hardware, software and solutions.
- Telephone prospecting & face to face cold calling in my assigned territory consisting of Hartford, West Hartford and Bloomfield.
- Conducting business reviews.
- Building solutions that include Hardware, Software, and Managed Services
- Presenting and closing proposals
- Account management and post-sale support

*June 2006 – Apr. 2015*

Greater Hartford Springfield area.

#### **Enterprise Rent-A-Car**

### **EDUCATION**

Jun. 2006

#### **Bachelor of Science: Business Management**

Monmouth University - West Long Branch, NJ

### **Professional Achievements**

- Broke into a top CBS account, generating over a \$1Mil in TCV and continues to grow.
- Multiple awards for achieving and surpassing quotas.
  - Q4 '20 - 130% Rev/149% Margin
  - Q2 '21 – 106% Rev
  - Q3 '21 – 120% Rev/104% Margin
  - Q4 '21 – 125% Rev
- 2019 & 2020 Presidents Club Trip Winner.
- Mentor for 6 new hires.
- Promoted to my desired role after 2 years.
- Nominated for CBS's Annual "ESPYS" a total of 5 times and won 3.
- One year into current role, absorbed wide format specialist position and 2 additional territories.

- Proficient in Microsoft Office and Salesforce.