

Blake LeMoi

Strategic Leader in Business to Business Sales & Marketing

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Website: BlakeLeMoi.com - oneighty.io

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Skills

Strategic Leadership, Team Management, B2B Sales Development, Digital Marketing Campaigns, Brand Development, CRM Management (Hubspot, Salesforce, Siebel, Dynamics), Marketing Automation (Hubspot, Infusionsoft, Oracle Eloqua, Constant Contact), Lead Generation (LinkedIn Navigator, ZoomInfo), MS Office 365 Suite

Experience

ONEIGHTY.IO | Digital Sales & Business Director

July 2011 - PRESENT, Lockport, San Antonio, Seattle

Lead strategic initiatives for sales, customer experience, loyalty, & operational improvements for clients

Develop and implement sales, marketing processes and campaigns policies, procedures, and methods for online growth

Consult business owners in developing effective B2B sales processes, and Improve Revenue Generation with data driven results

ADP Automated Data Processing | Sr. District Manager

May 2018 - June 2019, San Antonio, Texas

Provided leadership in generating sales of ADP's Professional Employer Organization (PEO)/HR Outsourcing services

Planned and executed marketing and sales strategies within the territory

Strengthened relationships with CPA's, financial professionals, and other centers of influence

The Scooter Store | Managed Care Medical Device Sales

April 2010 - Sept 2018, New Braunfels, Texas

DriveTime | Sales Manager

May 2009 - June 2010, San Antonio, Texas

Washington Mutual Bank (Chase Bank) | Audit & Compliance Specialist -

Customer Experience Manager - Trainer

March 2001 - May 2009, Seattle Washington

Education

University of Texas San Antonio, College of Business Honors

Golden Key International Society

UTSA Honor Roll

Lake Washington Institute of Technology/ AAS

A.A.S. Automotive Engineering

C.O.P. Computer Security & Network Engineering

