

WILL A. PRESCOTT

620.002.7000 • 1110azHem@gmail.com • Phoenix, AZ

BUSINESS DEVELOPMENT LEADER

Dynamic sales leader with a proven record of driving revenue growth across multiple industries. Skilled in expanding territories, managing key client relationships, and elevating team performance through strategic sales training and mentorship.

CORE COMPETENCIES

- Strategic Territory Development
- Team Leadership & Coaching
- Revenue Growth & Market Expansion
- Account Relationship Management
- Business Development & Brand Expansion
- Data-Driven Sales Strategy
- Contract Negotiation & Closing Expertise
- Business Analysis

SELECTED OUTSTANDING ACHIEVEMENTS

- Delivered \$100 million in a variety of new business over tenure. Tolleson Foods
- Successfully grew customer base to \$50 million in annual revenue. Shamrock Foods
- Orchestrated launch and management of 15 retail stores across Arizona, Las Vegas, and Albuquerque, thus earning partnership in company. American Exercise

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPMENT MANAGER, SALES CONSULTANT, March 2018 to Present

SYSCO FOODS, Phoenix, AZ

Drove business growth by developing and executing strategic sales initiatives and mentoring sales associates to expand market presence and profitability.

- Partnered with senior leadership to identify and pursue new sales opportunities, contributing to overall **business development strategy**.
- Delivered more than **\$10 million in new business** through targeted outreach, consultative selling, and strategic relationship building.
- Collaborated with marketing teams to design and execute campaigns that increased brand visibility and generated qualified leads.

DIRECTOR OF SALES AND MARKETING, March 2010 to February 2018

AMERICAN EXERCISE, Tempe, AZ

Provided **strategic leadership** for company sales across five Southwestern states, driving new business development, channel expansion, and team performance.

- Led the successful **launch and management of 12 retail stores** across Arizona, Nevada, and California, resulting in strategic company partnership.
- **Recruited, trained, and managed sales teams** to execute strategic initiatives and exceed performance targets.

EDUCATION

- Top Technical Institute – EET, Electronics Engineer
- Western State University – Business Administration, Management