

Darrin Champion

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Sales Professional

Revenue and profit driver with demonstrated expertise in business relationship building, new market penetration and key account development

A highly-motivated, award-winning sales professional with a demonstrated record of delivering results in building new markets from scratch and in turning around underperforming territories. Highly regarded for exceptional consultative sales skills as well as for professionalism, ethics and integrity, keen business acumen, and client service skills. Decisive and engaging; passionate about being in front of customers and working smart to succeed. Thrive in fast-paced environments with ability to readily embrace change and adapt to shifting priorities and market trends.

- ❖ **Relationship building:** Recognized for ability to establish rapport and trust in developing productive, long-term business relationships with clients ranging from mid-managers to CEOs.
- ❖ **Consultative selling:** Skilled at understanding the intricacies of complex client needs and creating forward-thinking solutions that provide optimal value.
- ❖ **Sales results:** Honored with awards and other recognition throughout career for consistently meeting and exceeding sales goals.
- ❖ **Sales closing:** Credited with driving above-plan sales as a result of ability to listen with respect, overcome objections, and facilitate discussions that convince prospects to take action.
- ❖ **Client retention:** Able to secure client loyalty by providing straightforward communication, consistent follow-up, and added value as opportunities allow.
- ❖ **Professional development:** Possess a deep commitment to continual learning; able to apply in-depth knowledge of critical details involving product features, market trends, competitor offerings, and technology and regulatory changes in building relationships and closing sales.

Additional Areas of Expertise

Strategic Planning | Market Analysis | Needs Assessment | Channel & Account Development | Sales Presentations | Customer Retention | Contract Negotiations | Sales Forecasting | P&L Management Budgeting | Product Marketing | Cross-Functional Teamwork

Professional Experience

WERBLIN FINANCIAL SERVICES, Springfield, IL

2012 to Present

Multinational financial services corporation.

Director of Business Development – Global Corporate Payments Division

Establish partnerships with companies to enable them to earn a return on their travel and vendor expenses by implementing a specialty credit program. Drive new sales and expand sales and cross-sales from a pool of high-priority clients with annual revenue between \$10M-\$300M. Serve primary and secondary markets across sales territory encompassing 12 Midwest and Mideast states.

- ◆ Finished Q1 in 2018 ranked first in group for charge volume.
- ◆ Achieved 139.1 percent of sales revenue target in 2017.
- ◆ Finished Q1 of 2015 at 106 percent of charge volume goal.
- ◆ Generated \$28.4M in charge volume in 2014.

WERBLIN FINANCIAL SERVICES, Continued

- ◆ Signed and implemented three separate accounts that produced charge volume of more than \$4M each in 2014.
- ◆ Consistently ranked in the top 25 percent of district in new appointments attained through prospecting.

THE KOELMER COMPANIES, Chicago, IL (headquarters)

2010 to 2012

*A manufacturer and distributor of food equipment and supplies.***Sales Representative, Central Illinois**

Brought on to open and build a new sales territory.

- Successfully opened 48 new accounts in first year and a total of 90 after second year.
- Frequently commended by management for ability to work with customers in a solutions sales relationship; credited with identifying opportunities to help customers and with proposing solutions that enhanced quality, increased efficiency, reduced costs or drove revenue.
- Worked with a variety of manufacturer representatives in supporting sales efforts by providing customers with product samples and equipment demonstrations.

PANTHEON SCIENTIFIC, London, UK (headquarters)

1997 to 2010

*One of the world's leading research-based pharmaceutical and healthcare companies.***Senior Executive Sales Representative**

Managed a customer base of more than 600 medical providers and 75 retail pharmacies in Southern Illinois and Southeastern Indiana. Marketed three product lines that generated more than \$3M in annual sales.

- Received Diamond Level Sales Award for sales ranking in top 3 percent of the nation in 2007.
- Served as a Field Sales advisory board member in 2004.
- Planned and executed a successful launch of anti-depressant Wellbutrin XL in 2003; effort resulted in goal attainment of 120.7% percent for the launch period.
- Achieved Ruby Level Sales Award for sales ranking in the top 15 percent of the nation in 2002.
- Received Territory Business Unit Award in 2000 following selection by peers in recognition of professionalism, product knowledge, selling skills and customer service.
- Earned Peak Performer award in 1998 for total portfolio sales of more than 102 percent of goal during each quarter.

CANHAM DISTRIBUTORS, Chicago, IL (headquarters)

1994 to 1997

*World's leading distributor of food service equipment and supplies.***Sales Representative, Southern Illinois**

Hired to turn around an underperforming sales territory. Focused on developing new and existing accounts.

- Finished fiscal 1995 at 161 percent of sales plan and 150 percent of commissions plan through market penetration, product demonstration and follow-up efforts.
- Earned Pacesetters Club recognition in 1995 and 1996 for outstanding sales growth.

Education

Central Illinois University, Normal, IL

Bachelor of Science, Business Administration**Activities**

Past President and current member, Springfield Athletics Board of Directors | IHSA Volleyball Official, Master Level | IHSA Softball Official | Race Committee, L.R. McMannis Memorial Run