

Daniel Spence

Sales Leader - Bilingual (Eng / Spa)

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29 September, 1997

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Ambitious, passionate, highly-dedicated, and energetic Sales Executive with 5+ years experience continuously delivering sustained results and effective change through international markets. I am an organized and methodical individual. Good at active listening and communication skills, specifically when negotiating, public speeches and team management. I make sure the team is always aligned by applying result-driven leadership skills and mentoring techniques.

PROFESSIONAL EXPERIENCE

Territory Sales Executive - Enterprise Spacewell Energy (DEXMA)

2021 - Present

International Markets: USA -
Nordics - Middle East

Leading Energy Management Software in Europe

Role:

- Increased overall global sales by **120% first year** through consultative sales approaches and tenacity.
- Achieved the highest (**€3.4M**) sale of the past 5 years
- Achieved the **fastest company sale** (3 weeks) of the year (average sales cycle is 4 months)
- Conducted evaluations of the sales territories to **generate revenue opportunities**
- Understanding **market drivers and legislation requirements**
- Executed **professional presentations** at tradeshows, fairs and corporations (videos on my LinkedIn profile)
- Travel (25%) and visit top clients** (Utilities/ESCOs) to strengthen loyalty and drive up channel sales (representing 35% of the yearly sales target)
- Guide and mentor sales reps** on sales strategies

Sales Business Development Executive Wallbox

2021 - 2021

UK&I Market

Leading EV Charger in Europe

Role:

- Overachieved 140% of my sales quota** through outbound
- Negotiate with senior and **C-level executives**
- Qualifying using **MEDDPICC Sales Methodology**
- Brought to the company the **largest contract** of €1.4M from the 2nd largest Utility in the UK
- Top Sales performing rep for 4 consecutive month, 1/35

Business Development Representative StubHub (eBay)

2019 - 2021

UK&I Market

Ticketing marketplace - Festivals and Venues

Role:

- Methodically **qualify, build and manage** an accurate sales pipeline
- Implemented the company's existing sales cycle strategy that **increased revenue by 25%**
- Nurtured client relationships while ensuring **effective verbal and written communication**

CORE SKILLS

AI

SaaS

Negotiation

Public Speaking

Sales Planning & Negotiation

Leadership & Coaching

Resilience & Perseverance

Confidence & Determination

Critical Thinking

Effective Communication

Client Rapport Building

EDUCATION

Marketing & Business Administration (2015 - 2019)

MEDDPICC Sales Master (2023 - 2024)

NASP Professional Sales Leader (2022)

LANGUAGES

English (Native - American)



Spanish (Native-dual citizenship)



French - DELF B2

