

WILLIAM NEIL LEVERSEE

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See my profile at www.about.me/billleversee

SUMMARY

Sales Professional with 15 years of stellar performance in sales and sales management. Proven track record in direct sales production and development of award winning sales teams. Designer and implementer of both wholesale and retail sales distribution channels. Solid producer who consistently meets or exceeds revenue targets.

PROFESSIONAL EXPERIENCE

ACRO ENERGY TECHNOLOGIES, San Diego, California **2010 - 2011**

Commercial Sales Specialist

Designed and developed alternative energy solutions for commercial projects. (Division was terminated)

- Identified and coordinated completion of RFP bids for large solar Public School Projects.
- Site feasibility analysis, coordination of engineering, operations and finance to move project toward interconnection.

WESTINGHOUSE SOLAR, San Diego, California **2009 - 2010**

Design Consultant

Sold and designed innovative solar power projects for affluent residential clientele.

- Assumed full control of customer acquisition cycle including qualification, presentation and closing.
- Recognized for sales script development and pioneered personal website template.
- 72 new customers, generated \$2.175M in revenue. 34% close rate with 22% from referrals.

EQUITYKEY LLC, San Diego, California **2006 - 2009**

Acquired by KBC Bank, Belgium in 2007

Regional Manager

Managed sales and marketing distribution of equity conversion product for seniors.

- Developed marketing media and website that facilitated acquisition.
- Independently developed retail platform to demonstrate proof of concept and secure new clients.
- Pioneered wholesale distribution channel to meet KBC production targets.
- Effectively leveraged distribution channels to secure \$108M in assets for secondary markets.

FISHER INVESTMENTS, San Diego, California **2004 - 2006**

Vice President

Secured assets from high net worth clients for Private Client Group.

- Achieved top quartile ranking by qualifying prospects and funding \$14M in assets.
- Performed in excess of 600 phone calls per week and averaged 19 appointments per month.

STARWOOD VACATION OWNERSHIP, Maui, Hawaii

2003 - 2004

Sales Executive

Sold fractional ownership of hotel resort portfolio.

- Awarded “Rookie of the Year” on number one sales team by generating \$4.3M in sales.
- Ranked in top five agents (out of 34), five times in 17 months.

NEXTEL COMMUNICATIONS, San Diego, California

1995 - 2003

Corporate Accounts Manager (2002 - 2003)

Successfully grew revenues through national enterprise accounts based in Southern California.

- Increased revenue base of \$11M by 21% and executed four new national contracts in seven months.
- Utilized both direct and indirect sales relationships to penetrate new and existing accounts.

Direct Sales Manager (1999 - 2002)

Recruited, developed and motivated direct sales team of twelve account executives.

Senior Sales Consultant (1998 - 1999)

Designed and executed training programs for sales executives while carrying full quota responsibilities.

Senior Account Executive (1995 - 1998)

Opened new accounts through telemarketing, cold calling & networking groups.

AWARDS & RECOGNITION

WESTINGHOUSE SOLAR, San Diego, California

- ***# 1 Sales Consultant in Southern California*** 2010

STARWOOD VACATION OWNERSHIP, Maui, Hawaii

- ***“Rookie of the Year,”*** 2003
- ***“Star Award for Self Development”*** 2004

NEXTEL COMMUNICATIONS, San Diego, California

- ***# 2 sales team in Southern California, President’s Club,*** 2000 & 2001
- ***# 1 sales team in Southern California, President’s Club,*** 1999
- ***“Making it Happen” Award – Top Honor from Area President,*** 1999
- ***# 2 Sales Executive in Southern California, President’s Club,*** 1998
- ***# 2 Sales Executive in Southern California, President’s Club,*** 1997
- ***# 1 Sales Executive in San Diego, President’s Club,*** 1996

EDUCATION

University of Natal, Durban, South Africa

Bachelor of Commerce (Honours).

University of California, Santa Barbara, Santa Barbara, California

Bachelor of Arts, Business-Economics.

Varsity Rugby – Two-time NCAA First Team All-American. Hall of Fame Inductee.