

Todd R. Meikle

Education

Bachelor of Arts, Advertising / Marketing, Michigan State University, East Lansing, MI



Professional Experience

T-MOBILE USA, INC., Denver, CO (2009-Present)

Senior Manager, Sales & Operations (2011-present)

Report to Vice President / General Manager to lead team to drive revenue and reduce churn across multiple sales channels representing 2.7 million subscribers, \$1.5B in revenue, and 1,100 employees. Maintain high-profile OEM partner relationships across multiple platforms. Manage regional, sell-through, inventory optimization, frontline engagement, and retention of products / services, training, and reporting.

- Drove sales operation efficiencies, contributing to being awarded #1 region in company (2H / 2013) against Key Performance Indicators (KPI) measure.
- Developed nationally recognized Rewards & Recognition program, increasing frontline morale, sales performance and efficiency through partner-funded contests, programs, and seeding strategies.
- Created culture of benchmarking success through report ranking methodologies, communication simplicity, best practices management, and facilitation.

Senior Business Development Manager (2009-2011)

Promoted to develop business relationships, deliver CXO / VP-level executive presentations, negotiate high-profile contracts, and sell mobility solution to multinational accounts.

- Led peers across nation at 275%, receiving promotion with leadership team in sales operations.
- Recognized in top 10% of peers at 275%, closing 3 large logos, generating significant amount of revenue while maintaining existing business.
- Exceeded year-end sales quota responsibilities by more than 250%; -0.73% churn, resulting in Winner's Circle Award presented by COO in Las Vegas.

AT&T (Enterprise Mobility Solutions & Applications Group) Denver, CO (2001-2009)

Global Account Manager (2005-2009)

Enterprise Business Sales / Premier Client Group (FORTUNE 1000)

Sales, marketing, and technical resource responsible for overall accountability, profitability, revenue growth, and customer satisfaction for portfolio of FORTUNE 1000 clients.

- Managed \$15M in annual revenue; growth of 115% over 3 years.
- Attained >120% of quota consistently to remain in top 10% of all sellers year-over-year.
- Established trusted partner relationships with senior executives (CEO, CIO, Presidents, and Vice Presidents) leading to several multi-million / multi-year contracts.
- Acknowledged as Strategic Account Lead, managing entire sales process for all wireless voice and data solutions, including field service / sales force automation and fleet / AVL management across multiple geographic locations and operating organizations.

- Deployed several large-scale projects involving cross-functional team partnerships, ensuring customer and senior leadership satisfaction

Corporate Account Manager, Cingular Wireless / AT&T Wireless (2001-2005)

Corporate Markets Group (Small-to-Medium Enterprises) – Responsible for new business, account penetration and retention involving companies with greater than 50 employees up to approximately \$1B in domestic annual revenue.

- Achieved status of being in the top 1% of all business sellers worldwide through consistent sales quota attainment.
- Acquired and retained profitable business through execution of 7-step sales-cycle process including: planning, prospecting, establishing need, identifying opportunity, presentation, negotiation and account growth.
