

Stokely Weinberg

EXPERIENCE

Innovative Equity Corporation, 2004 - Present
Founding Partner

- Completed 82 Deals worth over \$10,000,000 in first 5 years of business
- Recruited and developed relationships with over 7,500 investors and agents
- Secured over \$1,000,000 in private and institutional financing
- Created 125 page Sales Manual to help homeowners facing foreclosure
- Contributed several sales and marketing articles to real estate journals and newspapers

IBM Software Sales Group, 2002 – 2004
Software Account Manager

- Managed Sales and Marketing Campaigns for over 200 accounts in FL and GA
- Grew IBM Mainframe Software Footprint in FL and GA by 185% in 2003
- Finished at 220% of Sales Quota in 2003
- Won Rookie of the Year Award as top producing first year sales rep in 2003

Vector Marketing, Summer 2001
Branch Manager

- Managed an entire region (pop. 400,000)
- Interviewed over 1,000 candidates for sales positions
- Trained and Developed 70 sales representatives
- Conducted sales meetings, seminars, and taught representatives one-on-one
- Achieved a profitable business while sustaining \$15,000 in expenses, including rent, product supplies, advertising, utilities, and phone lines

Vector Marketing, Summer 2000
Field Sales Manager

- Owned and operated business selling cutlery directly to referred customers
- Finished 8th in North America out of over 40,000 representatives with \$50,000 in summer sales
- Mentored new representatives in advanced selling techniques as a Certified Field Trainer
- Gave motivational speeches to colleagues as a leader of Key Staff

EDUCATION

Williams College, Williamstown, MA, 1998-2002
Graduated Cum Laude with Honors, June 2002; BA in History, GPA: 3.61

SERVICE

Volunteer for Boys and Girls Club of Metro Atlanta, 2005-Present

- Coach at Warren/Holyfield Club for Football, Basketball, and Baseball
- Founder of Coach for a Cause Program that recruits other young professionals to volunteer
- Active Member of Club Blue-Young Professional Group for the benefit of Boys and Girls Club