

Neil D. O'Donnell

Prospect Heights, IL • (847) 962-5489

nodofland@yahoo.com

<https://www.linkedin.com/in/neil-o-donnell-6782797>

Business Development Executive | Vice President

Passionate business development leader seeking to leverage my extensive experience with complex business processes and high-level negotiations. Demonstrated track record of relationship building at senior levels internally and externally. Specifically skilled in establishing and maintaining long-lasting connections on supplier and client facets of business. Recently achieved success in facilitating the design and implementation of a profitable e-commerce business utilizing these skill sets. Strong communicator able to engage and influence diverse stakeholders—including boards and C-suite—to achieve scalability and growth. Experience includes developing high-performance teams through trust, motivation, and collaboration at every level.

CORE COMPETENCIES

Tech | Amazon | B2B/C/G

eCommerce

Social Media

Customer Satisfaction

Operations & Process Excellence

Contracts & Purchasing Execution

Organizational Development

Microsoft Office 365 | Google Suite

HUBZone/WBE/DBE | Diversity

Leadership | Volunteerism | Board

Public Speaking | Spanish

Team Motivator with Results-driven Outcomes

Optimized Org Improvements

Cross-Functional Team Leadership

PROFESSIONAL EXPERIENCE

Progressive Industries, Inc., Chicago, IL

Feb 2006 – Present

An e-commerce distribution company, distributing industrial, medical and safety supplies.

- Ramped up a small micro regional organization and successfully built it into a National Distribution Program.
- Supervised and facilitated key sales pursuits – from strategy to prospect cultivation to product/offering alignment to pricing and proposal submission.
- Led product development, market development, account management, and sales platform activity.
- Worked with C-suite to ensure strong execution and proper alignment of company strategies and tactics.
- Anticipated challenges of the marketplace, while maintaining a high standard of quality.

- Drove the company's business development efforts with a focus on business development plans, business model development, market channel development, strategic account development, marketing strategy and thought leadership.
- Attracted top talent to staff roles; developed team to meet standards for growth targets.
- Developed product-based business development strategy and execution, including pursuing potential new markets, channel strategies, and strategic partnerships with an analytic and strategic approach.
- Established and maintained vendor and supplier relationships through years' long processes. Worked to develop and cultivate these projects, determined the decision makers, and entered into long-term agreements.
- Leveraged such agreements to support our e-commerce endeavor.
- Spearheaded multiple years of 20% year-over-year growth with \$18+MM revenue.
- Transitioned the business from historically contractual based to an e-commerce sales engine through building strong partnerships and obtaining most preferred pricing programs to allow for successful resale.
- Lead on dozens of multi-year complex contracts with many different types of entities over long business cycles.
- Closed deals to grow sales numbers by 44% during recent pandemic.

Entrepreneur and Family Business Council at DePaul University 2020-2023, Chicago, IL

- Served as Vice President, President and Past President
- Establishing Policy
- Primary Leader of Board of Directors and Executive Committee.
- Responsible for providing openness, discussion and participation.
- Primary liaison between 15 Forum groups, 7 Strategic Partners, 8 committees and with the Executive Committee.
- Overseeing that the strategic initiatives of the Board of Directors.

Careerbuilder.com, Chicago, IL

2005-2006

- Became top 5 (#3) salesperson in the organization within first 2 months of employment.
- Inside sales and provided customer service for all accounts.

EDUCATION • CERTIFICATION • RECOGNITION • VOLUNTEER

- Associates Degree Oakton Community College | Des Plaines, IL
- President of Entrepreneur and Family Business Council at DePaul University
(former Vice President from 2019-2020)
- California & Florida State Board of Pharmacy Designated Representative Wholesaler Licensee
- Volunteer work: Baseball & Football Coach