

John Gibbs

Global Growth

I love helping companies grow and scale internationally. Strategy, motivating teams & rolling up my sleeves is where I thrive.

EXPERIENCE

Director of Partnerships & Business Development

[Emdadat International](#) Jun 2017 - Present

- Successfully launched 2 healthcare marketplaces (B2B & B2C)
- Established & managed four key partnerships (Last-mile logistics, Careem, B2B financing, product enhancements)
- Closed 12 major healthcare suppliers (50%+ market share 3 categories) & 10+ healthcare providers (large private & government)
- Developed international expansion strategies for Bahrain & Dubai
- Lead strategic direction for two LOBs across internal & external cross-functional teams
- Special projects guru: process build, form departments, new initiatives

Enterprise Sales Lead

[Dell Software / Quest](#) May 2016 - Jun 2017

- Re-introduced brand, led business development & built partner channels
- Closed new corporate, enterprise & government clients (majority of \$2m 1-year target across 3 solution lines, deal size \$50k-\$3m+)
- Secured 4 channel partners & developed GTM strategies; 15-20 qualified leads/month
- Managed internal & external stakeholders (C-level & below), collaborating with cross-functional teams

Sales & Marketing Manager

[WrapManager, Inc](#) Apr 2012 - Oct 2014

- Launched new LOBs, scaled operations & enhanced product offering by developing strategic partnerships (investment firms & vendors)
- Generated 2,000+ qualified leads (\$500K+ each in assets) per year; \$40M in new client assets (vs \$10M in 2012); Improved client retention (85%-97%); client conversion rate (50%->85%)
- Developed & managed an automated inbound marketing & lead nurturing system (Hubspot & Salesforce)
- Improved sales team effectiveness by developing sales strategies, automation & coaching

Client Services & Account Management Associate

[Fisher Investments](#) Jun 2007 - Nov 2008

- Managed operational relationships for 90+ million/billion dollar domestic & international clients
- Decreased account setup time 40% by leading a firm-wide initiative to improve efficiency
- Leveraged 2 business unit's customer information to identify new clients & increase meetings

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Amsterdam, NL

SKILLS

Strategic Partnerships
Business Development
Cross-functional Leadership
Process design
Team Management
Relationship Management
Key Account Development

EDUCATION

Bachelors of Science Business Administration

[Boston University](#)

May 2006

Entrepreneurship & International Relations

International MBA

[IE Business School](#)

Dec 2015

Private Client Group Account Coordinator

Fisher Investments Aug 2006 - Jun 2007

- Exceeded quotas & production goals; 400+ new accounts & \$250 million in assets
- Trained & mentored eight employees; wrote training manual to reduce employee onboarding time