

Top Candidate

Rockaway, NJ

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**Relationship Management – Lead Generation – Technology Integration
Strategic Planning – P&L – Presentations – Sales Planning – Software Services
Workforce Management Consultant – Project Management**

Automatic Data Processing (ADP)

Sept. 2017 - Current

District Manager/Management Consultant

- Partner with accounting firms to provide HCM (Human Capital Management) services such as payroll, human resource management, analytics, and retirement services and products.
- Working with C-Level executives, providing sales support to create customized human-based capital management, consultant on P&L statements beyond the operating expense which allows for a detailed process and increased revenue.
- Consistent promotions within first year of employment, from Intern to Associate District Manager and District Manager.
- Solid results with expectations exceeded in each role.

Accomplishments

#3 in Nation; #1 in Division, (2019)

‘Representative of the Month’ for November, December, and January, (2019-2020)

‘Representative of the Month’ in division for January, (2020)

190% to Plan YTD, (2020)

Created and developed 20 new relationships with public accounting firms, (2018-2019)

#1 in Major Account Dollars and Unit Sales, (2019)

#1 in Beyond Payroll Leads & Sales, (2020)

#3 in Region in New Units, (2020)

#3 in Ohio, (2020)

72 new units YTD and 104% YTD, (2021)

Mentored 2 successful representatives who have since been promoted

#2 Team in Nation, (2019)

2021/2022 results to plan: 327.56%, July 2020; 110.27%, August 2020; and 189.72%, February 2021.

Education/Certifications

Bachelor of Arts, Business Administration, Smiths University, 2017

Fundamentals of Payroll Certification, 2018

Series 6 and 63 Certifications, 2019