

Michele Cartier

Business Development Professional

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I am a proven results-driven Sales Professional with over 10 years expertise in leading and managing growth through effective sales strategy (manufacturing and real estate). By measuring and tracking sales performance, leveraging data, pipeline management, focus on market segmentation, and revenue expansion strategies. I will foster collaboration, utilizing data analytics tools like Salesforce and Power BI to achieve business goals. Known for my strong drive, communication, adaptability, and integrity, I thrive in dynamic, hybrid environments and deliver successful outcomes while building lasting relationships. I am a US citizen, living in MN and ready to travel.

PROFESSIONAL SKILLS

Inside Sales | Business Development | Sales Enablement | Strategic Planning | Pipeline Management | Market Segmentation | Forecasting | Emotional Intelligence | Collaborative | Relationship Management | Dashboard Management | Problem Solving | Goal Achievement | Adaptability | Negotiation | Budgeting | Customer Centric | Region/Territory Management | Sales Quota | Leading by Example | Strong Communication | Public Speaking | Salesforce | Power BI | Microsoft Suite | Power Point | Data Analytics | Manufacturing standards.

PROFESSIONAL EXPERIENCE

Territory Manager/Project Management

Rinnai Manufacturer - MN, IA, NE

Nov 2023 – Sep 2024

Leveraged territory performance - KPIs, through pipeline management, forecasts, and market specific segmentation to drive revenue expansion in territory. Drove sales growth across manufacturing, residential, multifamily, and commercial applications in MN, IA, NE.

Managed strategic planning and business development priorities during a critical product launch.

Successfully accomplished a 120 end users and industry professionals in the MN. Skilled presentation building and delivery.

Utilized Salesforce and Power BI for sales analytics, tracking and reporting.

Achieved 108% of sales quota in 6 months, projected to exceed 118-120% by year-end. Resulting in \$34 million increase in territory.

Sales Executive

Metro East, RM, Arrow, Leo A Daly, Avison Young. Side Jobs – Costco, Axels, Salut.

(**Recruited** to Avison Young) - Minneapolis, MN.

Apr 2015 – Nov 2023

Leveraged market performance, through identifying high value targets, pipeline management, and manufacturing market forecasts to drive revenue in commercial buildings, industrial, office, retail spaces. Analyzed market trends and data to guide real estate strategies.

Managed corporate real estate portfolios, optimizing space utilization and operational efficiency.

Provided strategic advisory for expansions, consolidations, and relocations, aligning with business goals.

Oversaw real estate transactions and negotiated leases for corporate tenants.

Managed tenant improvements, working with architects and contractors on reimagining spaces.

Annual sales between \$3 - \$5 million dollars.

Developed and maintained relationships with stakeholders to ensure alignment with corporate objectives.

Care Giver - Executor

Joyce Cartier, Sept.
2017 - May 2019

Cared for my mother due to a stroke. In 2017 she was diagnosed with cancer. She passed away in 2018. I managed her estate.

Business Development Manager/Project Manager

Haworth Manufacturer (**Recruited**) - MN, SD, ND, WI, \$35 million dollar territory
Jan 2012 – Apr 2015 |

Grew market by analyzing KPIs, identifying high value targets in the market and managed pipeline to drive revenue of commercial products in office, education, hospitality and GSA in MN, ND, SD, WI.

Increased sales by 33% in year two, by converting competitors' accounts and growing new business teams, utilizing Salesforce and data-driven strategies to forecast and measure results. Calling on targeted end users, A&D, Brokers, Construction. Trained dealer sales teams.

Led commercial facilities furniture projects for Fortune 500 companies, coordinating with architects, brokers, and construction teams. Skilled presentation building and delivery

Managed global project standards, managed projects, and move management for clients like Medtronic, Gunderson Health and Thompson Reuters. Grew territory by \$14 million dollars in second year.

Closed \$500,000 in new business in the first partial year, achieving significant year-over-year growth.

EDUCATION

Bachelor of Arts (BA), Speech Communication & Business

University of Minnesota, Twin Cities

Certifications

Commercial Real Estate Sales License, Kaplan St. Paul, MN (2015)
LEAN/Six Sigma, Miller Heiman, Sandler, Challenger Training

RECOGNITION

Steelcase Manufacture: Exceeded project management goals, achieving 120%-139% of targets.

Haworth Manufacture: Led team growth from 98.6% to 133% in two years.

Rinnai Manufacture: Exceeded 108% of quota in first 6 months, on track to complete the year at 120% -122%.

COMMUNITY ENGAGEMENT

Sunday School Teacher, St. Mary's of the Lake
Youth Link Volunteer, Holiday Meals
Second Harvest Heartland, Volunteer
Young Life Leader, White Bear Lake
Feeding the Homeless, Simpson House

PROFESSIONAL ASSOCIATIONS

Cornet, NIOP, MNCREW, NIAOP, MNAR, BOMA, MAR, SPAAR, Medical Alley