**Kenneth A. Brown** Chandler AZ, 85224 | 571-533-6005 | yokab0220@gmail.com

**Director of Business Development**

**Client Solutions | Market Growth | High-Performance Teams**

Results-driven professional with solid background creating and executing integrated marketing and sales programs that improve visibility, sales, market penetration, and account base while efficiently using targeted marketing resources. Exceptional communicator with consultative sales style, strong negotiation skills, exceptional problem-solving abilities, and keen client needs assessment aptitude. Demonstrated ability to build and lead teams, facilitating learning and development.

Account Management | Business Development | Project Management | Team Building | Consultative & Solution Selling | Creative & Innovative | Learning Management | Sales Operations | Event Management | Customer Relationships | Empowering Leadership | Persuasive Communicator | Negotiations

**Professional Experience**

**BlackLabel Organization | 2017- 2022**

**Partner/Operations Manager/Business Development**In 2016 as a result of the state of California going recreational, myself and a couple of other investors set out on a mission to carve a path into the future of a legalize market of cannabis. As a startup we built and developed a traditional 5000 sqft Indoor facility warehouse in downtown Los Angeles. With a successful rotating harvest on a 4-5 week cycle. The facility was successful in rotating harvest returning a minimum of 9 indoor harvest per year.

As a result over the past 5years, As the primary Sales& Business Developed officer, for the last 4yrs I have generated sales over $2.5mil in revenue for our companies. This was developed by solid distribution/broker partner relationships.  I have established trusted relationships within the LA counties, surrounding counties to include along the coast from SoCal up to Sonoma county.  Along with cultivation I have partnered with local distribution groups like Higher Purpose” & Los Angeles Exotic Designer cannabis Distribution (LA Flower Exchange).

Responsibilities & Roles

* Include overall operations related to the organizations Policy and Procedure
* Provided the leadership, management and vision necessary to ensure that the company has the proper operational controls.
* Worked directly with legislative and political relationships, through consulting, advise, and collaboration to assist with legislative language on compliance and policy related to include social equity policy. These states included Illinois, Oklahoma, Missouri, Virginia and Georgia.
* Administrative and reporting procedures.
* Accumatica CRM systems in place to effectively grow the organization and to ensure financial strength and operating efficiency.
* Provide day-to-day leadership and management
* Achieved and surpass sales, profitability, cash flow and business goals and objectives.
* Responsible for the measurement and effectiveness of all processes internal and external.
* Provide timely, accurate and complete reports on the operating condition of the company.
* Collaborate with the management team to develop and implement plans for the operational infrastructure of systems, processes, and personnel designed to accommodate future growth and overall objectives of our organization.

**URBANUSCORP | 2012 - 2017**

**National Director of Business Development**

Generated new contracts and sales leads to drive sales growth in all markets. Initiated project management on new client implementation and directed new sales initiatives. Managed large client relationships.

* Increased sales production by 20% year-over-year by recruiting and training new brokers, facilitating product sales in multiple markets and driving 56% of new sales.
* Established team of Sales Performance Managers to design and deliver salesforce training on products and tools, reducing compliance issues and immediately decreasing client complaints by 9% with 21% decrease over one year.
* Drove business for market expansion, including 29 large clients, 500 mid-size clients, and 10K individual clients.
* Evaluated learning gaps in current team, enabling design and delivery of training to address and increase sales team skills.
* Developed strong relationships with large clients, nurturing association to retain customer and enable add-on sales.

**Booz Allen Hamilton | 2009- 2012**

**Senior Associate Performance Management**

Built and maintained relationships with internal management, staff, and external contract sales force. Ensured sales team understanding of product portfolio and delivered training on sales techniques.

* Maintain responsibility that involves developing architecture products in support of systems development,
* Business process re-engineering (BPR), portfolio management, and fit for purpose business needs, along with creating technical documents to define business and solution architectures.
* Facilitated working sessions with subject matter experts (SMEs) to capture requirements needed to develop business process models, system interface diagrams, and data schemas as required.
* Leverage industry best practice architecture frameworks, including, DARPA, DoDAF, and FEAF, to define scope, approach, timelines, and EA deliverables along with supporting management, policy, process, and IT analysis.

**Deloitte | 2006 - 2009**

**Business Development Leader**

Oversaw and Lead UAT, and Regression Testing on HP BSM Enterprise application Monitoring environment across (AMS, email, VGNOC and SOCC) Established

* **Validated the application and technical architecture that supported the end-to-end business processes, also performed pre-analytic, side by side assessments and post- assessment.**
* Performed (pre-analytic, side by side assessments and post- assessment).

 **Oracle | 2004 - 2006**

**Management Principal Consultant, Enterprise Application & Product Development Training**

Coached and managed leadership. Designed and delivered a comprehensive multi-level EAP program organization product knowledge, sales skills, coaching, and business process.

* Led team of internal trainers and project managers, coaching sales team on closing, relationship selling, and asking for business to achieve increases in sales (20%) and client retention (10%) within 6 months.
* Managed development of system improvements as well as processes and programs, to align with business strategies.
* Partnered with 3rd party training vendors, overseeing design, development, and application of sales training.

*Previous experience includes Training Manager for PwC MSC, IBM Consulting US Federal .*

**Education & Certifications**

University of Phoenix – Bachelor’s of Science in e-Business (BSEB) program on going.

PMP Training, ITIL Framework Training September-2007

Acumatica Training Certification 2016-17

**Affiliations** | Encounter LA |

TS/SCI Favorable Full scope Poly/Inactive