

Todd Malcolm [Attachment A]



350 Hamilton Street • Lewisville, TX 75067 • Phone: 469-955-0228 • E-Mail: todd.malcolm07@gmail.com

Experience

President and Owner ADK Solutions LLC October 2011 to Present

Broker for commercial electricity

Representing the top 12 electricity providers in deregulated states.

Martin Fletcher (Healthcare Staffing Firm) May 2007 – October 2011

(Consultation Services to healthcare leaders trying to meet employee recruitment and retention goals.)

Team Lead / Senior Account Manager, Allied Recruiting

- Conduct regular board meetings and training of new hires

Sales and Marketing Consultant

- Responsible for building my own team in addition to personal production
- Mentor and Train team members to achieve monthly team goals.
- Cold call facilities and potential clients on a daily basis.

Achievements:

- 2011 Recruiter of the Quarter (both Q1 and Q2)
- 2010 Recruiter of the Year – Top Producer across all business segments
- 2009 Recruiter of the Year – Top Producer across all business segments
- 2008 Recruiter of the Year – Top Producer across all business segments

Allbré Design (CAD Software Company) August 2006 – April 2007

- Outbound Telephone Sales to Internet generated leads.
- Conducted live online software demonstrations.
- Up-sold clients into online training to increase customer satisfaction and enhance revenue.
 - Sales Performance Record – Exceeded company's previous first month sales record by 85%.
 - Achieved \$100,000 revenue production in first month on phone following training.

National Access Medical (Medical Supply Company) January 2000 – July 2006

Co-Founder and Sales Manager for New business creation.

- Business to Business sales to Chiropractors, Physical Therapy Clinics and Hospitals

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