

Christopher C. Piper

SENIOR BUSINESS DEVELOPMENT MANAGER

HOW TO REACH ME

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[Linkedin](#)

PROFESSIONAL EXPERIENCE

City Councilor,

Bend, Oregon

January 2019 - December 2020

Vice President, Promotional Sales

Silipint LLC

January 2020 - December 2020

Vice President, Business Development & Sales Training

Proforma

February 2017 - September 2019

Vice President, Customer Success & Enterprise Accounts

Boundless Network

February 2015 - February 2017

Regional Sales Director & Recruiter

Halo Branded Solutions

August 2012 - February 2015

MEMBERSHIPS/VOLUNTEERISM

Promotional Products Association Certified

Advocate and Public Speaker - Present

- [5 Sense Branding Educational Seminar >>](#)
- [Guest speaker at National Sales Conference >>](#)
- [PPAI Online Education >>](#)
- [PromoKitchen Podcast Interview >>](#)

[Timelines Of Success National Podcast >>](#)

Northwest Promotional Marketing Association

- President: May 2013 - May 2017
- Membership Chairperson

Promotional Products Association International

- Public Relations Chairman
- Legislative Advocate

Medal of Honor Character Development Program

- Partnered with Robert Maxwell, Medal of Honor recipient, to bring this program to the Bend-LaPine School District and served as the Central Oregon Liaison
- [KTVZ story about this program >>](#)

HONORS

- Eagle Scout, Boy Scouts of America
- Promotional Products Association International Fellow
- Public Official of the Year by Central Oregon Builders Association

CAREER SUMMARY

Throughout my professional career, my strengths lie in developing and executing business strategies to deliver new business and grow existing business for my employers. My success, measured by results, is the product of leadership skills and demonstrating strong business acumen, decisive problem solving and decision making, and developing strong, enduring relationships built on trust.

RESULTS DRIVEN

- Wrote and coordinated RFP responses with independent sales professional(s) and major accounts team. Key activities included scheduling and running proposal kick-off meetings, leading and facilitating key review meetings, coordinated proposal sign-off, and delivery of completed proposal. Accounts won were worth \$200k - \$24M over an average of 2-4 year agreements with quarterly and annual accountability reviews scheduled.
- Managed relationships at the C-level using solution and consultative selling techniques to close new enterprise accounts in multiple industries (Real Estate, Technology, Non-Profit, HealthCare, Insurance, Construction, Education). Results on average returned 12% - 21% annual sales growth.
- Collaborated with the sales team, project management, programming, and implementation staff after new accounts are closed to ensure client satisfaction and to identify opportunities to up-sell additional products and services helping minimize churn and building customer success.
- Served as a Speaker, Moderator and Panelist at Regional and National Promotional Product Trade Association Industry Conferences.

EDUCATION

University Of Oregon

B.A. Communications, emphasis in conversational Spanish

Gained International marketing experience at Cepsa, in Campamento Spain during a host family exchange program.