

Chase Weiser  
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## **SUMMARY**

- Accomplished, young professional with a high level of technical and sales experience with well-developed communication, negotiation, and technical troubleshooting skills, underpinned by a personal passion to inspire colleagues and peers
- 10+ years of sales and technical leadership have led to a proven track record of successfully mentoring team members in achieving personal and departmental goals
- Effective team player and manager as shown by increased team performance and results through combination of industry knowledge and genuine rapport building

## **EXPERIENCE**

### **SUSE**

*Sales Engineer | Channel Partners, 2021-Current*

*Account Executive, 2020-2021*

- Surpassed sales quota totaling 260% while managing 60-90 accounts totaling over \$4 million in pipeline - Achieved Presidents club in 2021
- Pioneered partner enablement and strategic GTM plans alongside Partner Executives, encompassing Sales, Technical, and marketing campaigns.
- Spearheaded the integration of solution partners with channel partners, enhancing event impact and reach.
- Orchestrated 30+ annual events and frequently occupied the primary speaking role.
- In tandem with our sales teams, drove Substantial Yearly Growth in Deal Registrations with Key Partners

### **Presentation Services Audio Visual (PSAV)**

*Sales Manager, The Westin Hotel, Seattle 2018-2020*

*Sales Manager, The St. Regis Hotel, San Francisco 2013-2014*

- Manage 100+ accounts totaling over \$2 million in annual sales in both 2018 and 2019
- Respond to RFPs and present detailed option-based proposals to C-level partners and senior executives while negotiating 6 figure partnerships lasting multiple years
- Collaborating with a team of 10+ to pilot the Customer Service Champion role and train technicians on next level customer service techniques; introduction of this role has reflected a vast increase in survey scores and elevated the client experience on site
- Played a crucial role in achieving 153% of the bottom-line efficiency goal for 2018 • Surpassed venue net profit budget by 58% in 2018
- Surpassed sales quota with a total of 168% in 2019
- Increased an average opportunity size by 11% in 2019
- Participated in multiple regional and national fireside chats with corporate leadership as recognition of achievements and pace of progress.

### **Chase Weiser LLC, Jupiter, FL**

*Sales Engineer 2014-2018 • Managed and trained a team of 5+ rotating engineers.*

- Designed and maintained multimedia solutions at multiple large and small venues
- Designed, sold, and installed IT systems to SMB ranging up to 75 employees
- Budget and on-boarding SOPs led to an increase of 7% with annual sales exceeding 3 million
- Band management decreased booking overhead by over 20% for 2017 and 2018

## **EDUCATION**

SAE Institute of Technology, A.A. Audio Technology, San Francisco, CA

CompTIA Security+ September 2020 – September 2023

*Letters of recommendation and more detail on technical skills available upon request*