**[Account Executive Business Development](https://www.postjobfree.com/resume/adzjjz/account-executive-business-lutz-fl)**

**Location:**Lutz, FL

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**Resume:**

LISA A. BOYETTE

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TRAINING / MEDIA SALES / B2B SALES / MANAGEMENT

Resourceful, passionate program manager with extensive experience establishing and operating multiple trade education programs for the construction industry. Engaging public speaker and presenter skilled at securing stakeholder buy-in and support. Demonstrated B2B success expanding markets and increasing sales across large territories. Collaborative communicator focused on promoting cooperation and building top-performing teams.

Program/Project Management

Business Development

Team Building & Leadership

Commercial Construction Training

Education & Workforce Development

Business-to-Business Sales

Public Speaking & Presentations

Public/Private Fundraising

Partnership Development

Stakeholder Communications

PROFESSIONAL EXPERIENCE

FEDERAL AWARD MANAGEMENT REGISTRATION, Tampa, FL

Contract Advisor – 4/2022 – 12/2022

Business to Business inside sales of all things relating to Federal Contracts, Marketplace vending and/or contracting opportunities. Multi-faceted sale of registration services, Federal Certifications and marketing platforms.

Manage a portfolio of business clients entering the Federal Marketplace through US Government marketplace system, SAM.gov, Dynamic Small Business Search, USA Spending, Federal Procurement Data System, Salesforce and Salesloft.

Assist clients in choosing the most profitable Marketing platform to fit the needs of eligible Federal contracts.

FLORIDA DEPARTMENT OF EDUCATION, New Port Richey, FL

Regional Apprenticeship Training Representative (Contract Position), 2020 – Present

Manage a six-county region encompassing 45+ apprenticeship programs including many large trade union programs. Draw on extensive network of professional contacts in the department to effectively administer programs in the one of the state’s largest regions. Deliver new program training and US Department of Labor database training. Attend all program committee meetings.

Reestablished management structures for the largest region in the state that had not had leadership for six years, performing quality assurance and compliance review audits on all existing programs.

Started more than seven new programs in one year, ensuring they meet State Standards of Apprenticeship and provided guidance regarding curriculum, on-the-job training, and program structure.

CONSTRUCTION AND MAINTENANCE EDUCATION FOUNDATION (CMEF), Houston, TX

Commercial Training Manager, Education Foundation (Contract Position), 2016 – 2017

Established a new, US Department of Labor accredited apprenticeship training program for CMEF, the education affiliate of the Associated Builders & Contractors (ABC) of Greater Houston. Assessed and addressed training needs with local commercial contractors. Conducted presentations regarding the benefits of the apprenticeship training model for local contractors, nonprofits, and schools.

Secured donated funding for instructors, curriculum, lab, and equipment by building positive working relationships with local nonprofits, governmental entities, and trade-school programs.

Increased awareness regarding the new program through meeting with and educating members of the ABC Board of Directors and other local boards.

Recruited new apprentices by partnering with nonprofits and commercial contractors.

ASSOCIATED BUILDERS & CONTRACTORS FLORIDA GULF COAST CHAPTER, Tampa, FL

Director of Education, 2006 – 2016

Hired, trained, and led a team of 40+ trade instructors and three staff members to manage a fully accredited apprenticeship training program. Served 500+ enrolled students learning six construction trades across three campuses. Scheduled the academic calendar each year, researching and purchasing necessary curricula. Researched and secured vendors to provide continuing education units. Scheduled and marketed the courses to ABC Members and the industry community. Served as Chapter Safety Director and chaired monthly meetings.

Increased apprenticeship program awareness by promoting at trade shows, career fairs, and vocational and technical programs.

Doubled apprenticeship program enrollment through building relationships with contractors and industry professionals.

Reopened an abandoned electrical apprenticeship program with campuses in Sarasota and Venice, Florida during the 2007-2008 recession.

VERIZON BUSINESS COMMUNICATIONS, Tampa, FL

B2B Account Executive

Completed business to business sales of a suite of products across a nine state territory. Implemented sales roll-outs and marketing initiatives both as a team and individually. Prioritized product knowledge, able to provide clients with detailed instructions and training regarding numerous business telecom products.

Awarded top sales several years in a row and achieved sales in the top 5% on a 60+ team on a consistent bases, winning numerous awards and sales incentives.

WFTS – ABC28 (E.W. SCRIPPS HOWARD), Tampa, FL

Account Executive

Sold television advertising products and marketing campaigns to businesses. Managed 60+ local and regional accounts responsible for more than $1.2M in annual gross sales.

Recognized with awards and bonuses by Scripps Howard for a sales initiative focused on securing significant local sponsorship.

EDUCATION & CREDENTIALS

B.A., Communications, Summa Cum Laude, Midwestern State University, Wichita Falls, TX

Certifications

Master Trainer & Assessment Administrator, National Center for Construction Education & Research

Professional Affiliations

Committee Member, ABC National Workforce Programs & Initiatives

Training Committee Member, Construction Career Collaborative

President’s Advisory Council, Business Advisory Board, Hillsborough Community College