



Andrew Gibson

Sales Manager

Professional Salesperson with 8 years in business development and 5 years in management. Involved in Product Specification, testing, Go-to-Market and development of business opportunities from lead to close to support.

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SKILLS

- Public Speaking
- Negotiation
- Teamwork
- Decision Making
- Research & Strategy
- Emotional Intelligence
- Outbound Marketing
- Social Marketing
- Sales Development
- Go-to-Market
- Product Launching
- Hiring & Onboarding
- Team Building
- Mentorship & Coaching
- Testing & Feedback
- Product Management

HIGHLIGHTS

- Sales Experience:** Learned sales at Morgan Stanley, honed sale craft at F.C.T.G., and built sales dept. at Pakira, Inc.
- Entrepreneurial Experience:** Took multiple products from ideation to operation, launch, and growth.
- Volunteer Experience:** Turned adverse experiences into an opportunity to give back to my community.

EXPERIENCE

Pakira, Inc. – Enterprise Data Platform for Commodities Trading August 2018 – Mar 2024
Cambridge, MA

Connected 100,000 companies across the Forest Product Industry via search, chat, forum, marketplace, order tracking, and a lite CRM. Worked with 120+ people across teams, received \$1m+ in funds and services.

- Built sales team that achieved 10-30% MoM growth and tracked 30,000+ journeys from lead to customer.
- Key decision maker for Go-to-Market plan and Sales Funnel that onboarded 1,000+ people.
- Gathered requirements and feedback 500+ user interviews and surveys for continuous product improvement.

Awards: MIT Startup Spotlight, MIT Fintech Competition, MIT Sandbox Innovation Fund, Innovation Studio, more ...

Forest City Trading Group (F.C.T.G.) – Commodities Trading Firm August 2018 – Mar 2024
Nashua, NH

World's largest lumber trading firm with 400 traders serving 10,000+ customers and \$8 billion in revenue.

- Top trader of class; made 50-100 calls each day to grow book of business to over \$1 million in sales in first year.
- Contributed to product requirements for our sales offering system that was rolled out company wide.
- Researched and tested all sales offering products on-market to empower myself and our trading teams.

Morgan Stanley – Private Wealth Management August 2018 – Mar 2024
Portsmouth, NH

Trained in client relations, development, and pitching. Received Internship after repeatedly showing up and doing work.

- Developed relationships with clients to understand their needs to deliver desired products.
- Managers using tools gained \$10 million+ in new funds and saved their clients \$100,000+ in investment fees.
- Built client management product consolidating 18,000+ records into a streamlined dashboard for processing.

SERVICE

Big Brothers Big Sisters of New Hampshire – Youth Mentoring August 2018 – Mar 2024
Manchester, NH

- Youngest board member and executive officer in the organization's history.
- Raised over \$25,000 in donations. Regular Public Speaker for corporate fundraisers and T.V. interviews.
- Recruited sales experts for build funding development funnel with KPIs. Created data management system.

EDUCATION

University of New Hampshire – Peter T. Paul School of Business August 2018 – Mar 2024
Durham, NH

Bachelor of Science - Quantitative Finance & Business Analytics

Campus Leadership: President - Inter-Fraternity Council (IFC), Angel Investment Fund, Men's Rugby Club