

CHELSEY BOLOTIN

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Top-Earning Senior Account Executive With 17 Years of Comprehensive Expertise.

- ☆ Demonstrated success across sales, prospecting, forecasting, account management, and leadership.
- ☆ Uncovers pain and objectives with intuitive expertise, providing unmatched value to a multitude of clients from emerging entrepreneurs to C-Level leaders of enterprise organizations.
- ☆ Specializes in B2B, SMB, Mid-Market, business entities and compliance, entrepreneurs and brands, CPAs, bookkeepers, attorneys, financial advisors, fintech, HR & payroll, and other professionals/ services.

PROFESSIONAL EXPERIENCE

SENIOR DEDICATED ACCOUNT EXECUTIVE, CORPNET INCORPORATED

2018 – 2023

Empowering entrepreneurs and professionals with services related to business creation, compliance, finance, and more.

- Developed and executed strategies to identify and obtain new business, maintained an active pipeline, managed complex sales in full, cultivated relationships and high-producing accounts.
- Specialized in Partners and direct-consumer clients throughout SMB, Mid-Market and Enterprise.
 - Partners consisted of CPAs and other tax professionals, bookkeepers, attorneys, financial advisors, fintech, and various professionals, service firms, and entrepreneurs.
 - Direct-consumer clients consisted of entrepreneurs, business owners, investors, and more.
- **Became the highest earner in the history of the company and consistently exceeded quotas and KPIs.**
 - Earned the highest year-end sales revenues company-wide for 2019-2022.
 - Exceeded quota consistently, earning between 172% and 261% from 2019-2023.
 - Consistently earned the highest monthly sales company-wide, including 11 months in 2022.
 - Increased average monthly sales revenues over 585% in three years.
 - Surpassed the highest KPI target for “Partner First Sales” each month from 2018-2023.
- Owned and managed over 10,000 combined accounts, leveraging a base of approximately 1,000 inactive accounts and expertise in prospecting, lead conversion, and relationship cultivation.
- Onboarded and built relationships with over 7,000 Partners throughout, with 60% placing their first sale within the first six months of onboarding, and 80% remaining active thereafter (1+ orders per year).
- Led a team with dedicated account coordinators, compliance specialists and appointment setters.
- Earned the reputation as an industry expert and trusted advisor amongst clients and colleagues. Led several webinars, provided mentorship, advised on internal processes and procedures, created content, and gave presentations on a variety of topics including guidance for Partners.
- Received several glowing reviews, many of which appear on CorpNet Inc’s [Trustpilot.com](https://www.trustpilot.com) page.

SENIOR ACCOUNT EXECUTIVE (SENIOR ASSOCIATE), NAI CAPITAL INC.

2014 – 2018

Commercial real estate brokerage subsidiary of NAI Global, specializing in Southern California commercial properties.

- Commercial property sales, specializing in SMB and Mid-Market with accompanying Enterprise expertise.
- Earned a spot in the prestigious “Top 3 Brokers of the Month” in under a year, due to the sale of a 35,000 SF industrial property acquired through an independently created and executed canvassing plan.
- Monthly revenues consistently exceeded \$1mm, and yearly revenues consistently exceeded \$15mm.
- Attained membership in the esteemed, invite-only Industrial Real Estate Organization, AIR.
- Created and implemented prospecting plans, marketing campaigns, and configured a custom CRM through Salesforce to track properties and contacts.

EARLIER PROFESSIONAL EXPERIENCE

- **ACCOUNT EXECUTIVE (ASSOCIATE)**, COMMERCIAL ASSET GROUP INC.
2012-2014
- **PROPERTY MANAGER ASSOCIATE**, LORAMAR EQUITIES
2009-2013
- **PROPERTY MANAGEMENT ADMINISTRATOR**, FIELDS INVESTMENTS
2010-2011
- **EXECUTIVE ASSISTANT**, NAI CAPITAL INC.
2007-2011

SKILLS & METHODOLOGIES

- ★ Expertly employs methodologies emphasizing value and solutions, excelling in consultative selling and solution sales.
- ★ Independently and expertly prospects, ensuring a robust pipeline. Takes ownership and initiative.
- ★ Excels in cross-collaboration, maintaining a leadership mentality and a focus on company-wide success.
- ★ Meticulously and skillfully overcomes objections, cross-sells, upsells, and approaches obstacles with confidence and expertise.
- ★ AI and emerging tech enthusiast with specialized expertise in cloud-based solutions, SaaS, and PaaS.
- ★ Curious and continuously innovating. Welcomes and seeks opportunities to learn and gain perspective.
- ★ Independently attains expertise and technical product knowledge, capitalizing on opportunities to utilize it for mentoring, leadership, and for the creation and presentation of demos, meetings, and more.
- ★ Passionately seeking a foundation for long-term growth and mutual success with an organization embodying a meaningful and empowering purpose.

KEYWORDS

Account Management	Complex Sales	Entrepreneurs	New Business	SaaS & PaaS
B2B	Cross-Selling	Forecasting	Onboarding	Salesforce.com
Business Development	Cross-Collaboration	GTM Strategies	Partners	Strategic Partnerships
Business Entities	Consultative Selling	Leadership	Partner Programs	Technical Product Knowledge
Business Compliance	Demos & Presentations	Mid-Market	Pipeline Management	Upselling
C-Suite	eCommerce	Negotiating	Prospecting	Value Selling
Channel Sales	Enterprise Sales	Networking	RFI, RFP, RFQ	

CLIENT TESTIMONIALS

Testimonials have been edited for conciseness and to safeguard privacy.

- Chelsey is professional, responsive, effective, and an invaluable partner to our business. –*Thabo A., CFO*
- Chelsey has been a great help to me and my company. She is always attentive, responds immediately and simply gets the job done no matter what. –*Dr. Sandra N., Entrepreneur and CEO*
- Chelsey is knowledgeable, she takes her time to explain. She responds within a couple of hours, if not within the hour. She is very professional and friendly. –*Bertha R., EA and Business Owner*

You can find more client testimonials and additional information by visiting:

<https://www.chelseybolotin.com/testimonials-notable-clients>