

BRANDON T. KEYES

OUTSIDE SALES · NEW BUSINESS DEVELOPMENT

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PROFESSIONAL SUMMARY

High-energy outside sales professional with seven years of B2B experience across financial services, telecommunications, medical supply, and construction. Recognized as a top rookie performer at four different organizations and known for ramping quickly, building pipeline fast, and winning early. Florida 2-20 licensed and looking for the right long-term home.

PROFESSIONAL EXPERIENCE

Business Development Manager <i>Cortland Financial Group — Daytona Beach, FL · Business lending & equipment finance</i> - Sourced \$2.4M in funded loan volume in first seven months, tracking above a \$3.5M annual plan. - Built a territory from zero accounts; currently at 41 active relationships with contractors and medical practices. - Named Top New Producer for Q2 2026.	Jan 2026 - Present
Account Executive <i>Blue Harbor Telecom — Orlando, FL · Business fiber & voice services</i> - Closed 118% of new business quota over ten months; ranked 2nd of 19 reps in net-new logos. - Averaged 45 prospecting touches per day across cold calls, walk-ins, and LinkedIn outreach. <i>Left to join a former manager who had moved to Cortland Financial Group.</i>	Mar 2025 - Dec 2025
Senior Sales Representative <i>Vantage Medical Supply — Jacksonville, FL · Disposables & durable medical equipment</i> - Rookie of the Year, 2024: 127% of first-year quota and 19 new clinic accounts opened. - Grew assigned territory from \$680K to \$840K in annual purchases. <i>Departed for a larger territory and uncapped commission structure.</i>	Feb 2024 - Feb 2025
Outside Sales Representative <i>Pinnacle Roofing Systems — Port Orange, FL · Commercial re-roofing</i> - Sold \$1.9M in commercial roofing contracts in first full year; highest first-year total in company history. - Generated leads through storm canvassing, property manager outreach, and referral partnerships. <i>Company restructured the commission plan; departed by mutual agreement.</i>	Jan 2023 - Jan 2024
Account Manager <i>Sterling Office Solutions — Orlando, FL · Managed print & office technology</i> - Achieved 104% of quota in 2022; President's Club qualifier as a first-year rep in 2021. - Managed 60+ existing accounts while carrying a new business number.	Jun 2021 - Dec 2022
Sales Development Representative <i>Sterling Office Solutions — Orlando, FL</i> Set appointments for six outside reps; 131% of appointment target in 2020. Promoted to Account Manager.	Aug 2019 - May 2021

EDUCATION

University of North Florida — B.B.A. Marketing, 2019 · Jacksonville, FL

LICENSING, SKILLS & INVOLVEMENT

Licenses: Florida 2-20 General Lines, active since 2023.	Training: Sandler Sales Foundations (2022); Grant Cardone 10X certification (2024).
Systems: Salesforce, HubSpot, Apollo, Microsoft Office Suite.	Other: Valid Florida driver's license, clean MVR. Halifax Area Chamber of Commerce member.