ADAM **HOOPER**

Sales Director

828-808-9952
hooper.50@hotmail.com
Springboro, Ohio

SUMMARY

Proven 13 year performance history of generating revenue from new accounts, maintaining long-term key client relationships, and executing product, service and SaaS sales. Committed to analyzing sales and forecasting models to promote new product development. If I can't be found bringing new and innovative solutions to customers, I can probably be found cooking, coaching, or somewhere in the mountains.

EDUCATION

The Ohio State University
Pre-Health

Southern New Hampshire University
Bachelor of Science in Finance

SKILLS

- Written and verbal communication
- Collaboration
- Strategic planning
- Client acquisition and retention
- Revenue generation
- Emotional intelligence

ORGANIZATIONS

Southern Gas Association
Committee Member
Louisiana Gas Association
Board of Directors 2020-21
Carolinas Public Gas Association
Chair of Associate Committee 2016-17
Ohio Gas Association
Associate Member
Midwest Energy Association
Associate Member
American Public Gas Association
Associate Member

INTERESTS

NATURE **COMMUNITY**
CYCLING **WELLNESS**
FAMILY **OPTIMIZING**

PROFESSIONAL EXPERIENCE

Sales Director

Irth Solutions | 2023 - Present Columbus, OH
SaaS company wholly owned by Blackstone private equity firm

- **Spearheaded the 45% growth of a targeted SaaS solution within the utilities industry**
- **Built relationships across C-Suites based on an understanding of their organizational objectives and how they could leverage AI to increase operational efficiency and safety**
- **Successfully generated over 200% of goal in qualified sales pipeline**
- **Implemented strategic enterprise level partnerships leveraging current client base to grow over 30% across industry verticals**

Sales Consultant

Heath Consultants, Inc. | 2012 -2018, 2020 - 2023 Houston, TX
Asset integrity management company serving the global oil, gas, and utilities industries

- **Responsible for $15MM in sales within the Midwest and Southeast USA**
- **Exceeded company KPI's by over 15% in FY2021 and FY2022**
- **Worked and collaborated with engineering to bring new field automation software to market**
- **Closed 7 new accounts with values each totaling over $1MM**
- **Achieved Service Contract Sales Award for closing targeted new business**

Sales Engineer

CapEx Sales, LLC | 2018 - 2020 Charlotte, NC
Independent sales rep firm - Specializing in automation within energy, medical, and transportation manufacturing

- **Responsible for $12MM in sales within North and South Carolina**
- **Closed 2 new accounts within the Energy industry with values totaling over $2MM**
- **Collaborated closely with customers and principals to implement creative solutions within manufacturing**
- **Worked with suppliers and colleagues to implement internal CRM solutions**