

Daniel (SuperDan) Baiguilaine

TO CEO: Corporate Super Sales Team for Hire

New York, NY

successinapril77@gmail.com

+1 718 223 5911

TO YOUR CEO: Corporate/Executive Super Sales Team for Hire

Good day,

Hope all is well and a pleasure to connect virtually,

I am not sure if your leadership already had a chance to review the information I provided in my initial communication so I should reference it again in case you missed it.

We are offering you to hire our team starting with our CEO, SuperDan to do your sales at minimum wage + commissions to handle your corporate/executive sales.

You can review our experience on our website or the resumes you saw posted to your job advertisements by us to see if you feel you can find someone better than us to handle your sales at this price.

We are looking to do your corporate sales/executive sales selling into large and medium sized corporations C-Suite Executives, Vice Presidents and Directors.

We record all calls, conversations and meetings so you know you will have full transparency and access to all records – you would be surprised how inefficient others are compared to us. We only cold call 24/7/365.

We do not charge commissions on the 1st contract – commissions are negotiated with you annually.

We want your business so we can help you become the best seller on the market as we strive to become the global market leader in Business to Business Executive sales selling on behalf and to CEO's, Vice Presidents and Directors only.

Please see our experience and client references to compare our firm against any other firm at this price.

We can be your spear when it comes to your market competition.

I look forward to speaking with you over the phone or video conference call,

With Respect, Daniel (SuperDan) Baiguilaine

Founder and CEO,

USA, Canada, Europe, Africa

superdan@supersalesguysandgals.com

GLOBAL BUSINESS TO BUSINESS MARKETPLACE

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Remote Sales Contractor on Retainer (Reference Client)

ValosBoston.com (Private Equity Europe)

2022 to Present

Started Sales Cycles and in Sales Cycle with Large Research Organizations as well as biotechnology companies providing statistical services from world team of experts from Italy Genoa to do statistical programming, biostats, data management and real world evidence solutions.

Achievements:

Sales Cycles started with Surface Oncology (\$30M/100 employees), BioRasi (50M/272 employees), Worldwide Clinical Trials (\$422M/2,593 employees) and many others available upon request.

Remote Sales Contractor on Retainer (Reference Client)

www.enterprisestressmanagement.com

2022 to Present

Selling enterprise stress management and employee performance solutions to take market share away from large benefits providers competing with Employee Assistance Programs.

Achievements:

Sold Large National Breweries, Insurance Firms and started Sales Cycle with Infor C-Suite (\$2.5B+, 20,000 employee company).

Remote Sales Contractor on Retainer (Reference Client)

www.mobanasoftware.com (Privately held Start-Up out of Silicon Valley)

2022 to Present

Selling an analytics modules solution into medium and large sized public sector and private corporations.

Achievements:

Started and in sales cycle with City of Wichita Smart City Program C-Suite to install analytics programs across City of Wichita Smart City Program initiatives and a few others available upon request across 893 cities in USA.

President/Founder

www.supersalesguysandgals.com

2012 to Present

Founded and operate a Fortune level enterprise B2B, Sales As A Service, Sales Professionals firm focusing on generating enterprise level B2B deals as well as connecting Investors with companies identified to have the potential to become the next national or multi-national enterprise.

Work with various companies CEO's and Senior Management including but not limited to Top 5000 USA Inc, IBM, Oracle, Microsoft, Deloitte Technology Fast 500, Top 100 Venture Capitalist Funds, etc.

Remote Sales Contractor on Retainer (Reference Client)

North Shore Medical Labs (nsmlonline.com , Private Equity)

2022 to April 2023

Developing new enterprise clients for 150 employee clinical laboratory to become new national clinical laboratory to take market share away from LabCorp, LabQuest.

Achievements:

Sales cycles started with C-Suite at Memorial Sloan Kettering Center (\$5B+ in revenues/17,000 employees), Cheyenne Medical Center (\$2.5B+/1,700 employees) and various others smaller (under \$1B, 200 to 1,000 employee hospitals and medical centers).

Remote Sales Contractor on Retainer (Reference Client)

www.xilo.io (Privately Held Start-Up out of Silicon Valley)

2020 to 2020

Providing a World Class Quoting Experience and Optimization platform to Independent Insurance Agencies, Top Global 100 Insurance Carriers and Top Global Brokerages.

Achievements:

Established global sales organization on par with latest Oracle, Microsoft and IBM sales organizations. Introduced company to largest angel investors and venture capitalists.

Remote Sales Contractor on Retainer (Reference Client)

www.famouswholesale.com

2020 to 2020

Developed over \$1M in sanitizer sales in a 3 month period to large commercial brands (BestBuy), Public Sector (Government and Universities).

Remote Sales Contractor on Retainer (Reference Client)

www.medlogicus.com

2020 to 2020

Developed new clients in excess of \$1M in revenues per month providing new saliva based test for COVID including BrightStar Care (\$1B+ per annum company - <https://www.brightstarcare.com/>) and Florida Community Care (50,000+ residents - <https://fcchealthplan.com/>).

Remote Sales Contractor on Retainer (Reference Client)

www.marstqm.com (Privately Held Start-Up out of Virginia)

2019 to 2019

Provide one of a kind testing with built-in intelligence solution that is specifically developed to address challenges with the current data testing process tools.

Achievements:

\$1-2M per annum and in progress at Top 10 Fortune Banks, Fortune 1000 and Top 100 Insurance Carriers. Preparing company for investment rounds to position for growth to become next national or multinational enterprise with support from various Top 3 Global IT Software firms and Venture Capitalists.

Remote Sales Contractor on Retainer (Reference Client)

www.beneluxtekgroupinc.com

2019 to 2019

Introduced new talent acquisition services solutions to the Aviation, Aerospace, Construction and IT Industries applying new technology to legacy recruiting process to provide state of the art Talent Acquisition solutions.

Directly brought in accounts such as Boeing, Lockheed, Bombardier Aerospace, Embraer, IBM, Microsoft, Oracle as clients. Implemented new lead gen process unlike any other company in recruiting flowing leads to support our team of Super Sales Professionals.

Generated \$1.4M in recruiting contracts leveraging our team of Super Sales Professionals.

Remote Sales Contractor on Retainer

Chisel.ai (Venrock/Rockfellers Top 100 Venture Capitalist Fund)

2018 to 2019

Developed new enterprise clients targeting the Quote to Bind process of the Top 100 Insurance Carriers such as Zurich, Aviva, Berkshire Hathaway to eliminate manual data entry across the industry when quoting, underwriting and other internal processes previously done manually. Achieved 8+ Top 100 Insurance Carrier meetings in less than 9 months with the CIO's of various Top 100 Insurance carriers.

Remote Sales Contractor on Retainer

Pennsylvania Paper & Supply Co (The Office TV Series Company "Dunder Mifflin")

2018 to 2019

Lead a team of Super Sales Reps across 2 divisions consisting of industrial supplies and facility maintenance.

Achievements:

Generated 1M worth of pipeline in 3 months, 1-2 (100-250K deals to close).

Remote Sales Contractor on Retainer (Reference Client)

MonsterTechnology.net (Top 5000 USA Inc)

2018 to 2018

Achievements:

Developed, lead and executed a Sales Strategy that generated \$1M in ARR in 3 months, 100K closed in less than 3 months selling to Top 150 Dealership Groups across USA VoIP Systems competing with RingCentral, Zoom, AT&T, Verizon, etc

Remote Sales Contractor on Retainer

InfoGainConsulting.com (US Federal: Microsoft Partner - Virginia)

2018 to 2018

Sold Microsoft Dynamics 365 to Microsoft under-served markets across USA to expand Microsoft presence into Commercial under-served markets.

Remote Sales Contractor on Retainer (Reference Client)

Top 100 Venture Capitalist: Peter Thiel (Former Chairman of Facebook/Co-Founder of PayPal

BreakoutLabs)

2018 to 2018

Achievements:

Generated \$500M-\$1B opportunities with 1 deal with US FED.

Remote Sales Contractor on Retainer

AccountSend.com (Privately Held Start-Up)

2018 to 2018

Working directly with CEO of a workflow automation firm leading a team of Super Sales Reps across USA to introduce workflow automation software to accountants, lawyers and mortgage brokers.

Remote Sales Contractor on Retainer

ecomirgroup.com & emgamma.com (Top 100 on Top 5000 USA Inc)

2018 to 2018

Sell Special Services to US FED and luxury decor for hospitality largest brands across USA. Guns and Roses.

Remote Sales Contractor on Retainer (Reference Client)

Oracle (Top 3 Global Software Company)

2015 to 2017

Achievements:

732% of annual objective in 9 months for 7 strategic field reps broken down as \$33M of pipeline consisting of legacy product risks to be mitigated using Oracle solutions and services. 150% of annual sales objective at \$2.1M for 7 strategic field reps.

Selected as a Business Development Subject Matter Expert for Oracle IAAS/PAAS across NA for service sales lines of business. Identified all Government of Canada organizations impacted by Phoenix for client to accurately develop IT risk mitigation plans, project plans and solutions at each stage - Project Yield \$500M-\$1B.

Identified and confirmed legacy IT system risks of enterprise clients resulting in XXX millions of revenue expected for Oracle as clients and related sales teams were notified to begin solution development for transition to Hybrid Cloud environments for Internal Revenue Service, numerous US FED and CAN FED organizations as well as Tier 1 Financial Key Accounts such as JP Morgan, Goldman Sachs, etc.

Created prospecting methodology that was integrated by Oracle globally into its internal Competitive Intelligence Platform used by 70,000+ Oracle reps worldwide and new Oracle 360 Platform.

Remote Sales Contractor on Retainer

Dorma-Kaba Group (Top 3 Global Access Control Company)

2012 to 2014

Achievements:

Generated highest annual increase of 190% by Sales Team in 15 years: \$2.1M to \$4.0M by creating an insurance model for electronic door locks now used worldwide by KABA 200% of annual sales objective: Sold \$1.4M by offering newly created insurance model to hospitality.

Generated \$36M of pipeline for 25+ field reps across North America by establishing a "Leads" department Played key role in of establishing new business of \$9.75M per annum using new insurance & risk mitigation model.

Introduced corporate contracts ranging from \$250K to \$5M+ using new insurance and risk mitigation model on a corporate level covering entire hotel brands.

Significantly improved sales process cycle times, eliminated key sales risks by leveraging IT, CPA, LEAN and Six Sigma methodologies to establish internal controls, quality systems and automation of contracts to operate within management controlled sets of parameters.

Remote Sales Contractor on Retainer

Swish Ltd (Chemical Manufacturing & Distribution)

2010 to 2012

Achievements:

Achieved Key Management Growth Objectives for Key Accounts across USA and Canada servicing Key Accounts such as Home Depot, Canadian Tire, Walmart, American Association for the Blind, etc.

Remote Sales Contractor on Retainer

InField Marketing Group

2010 to 2011

Achievements:

Achieved highest rating of client satisfaction for Wrigley's, Jack Daniels, Broiler King, Nestle, etc. in running promotions across Canada and USA demonstrating products live at malls, shopping centers, etc.

Remote Sales Contractor on Retainer

Can-Tech Services/Bombardier Aerospace (Aerospace Recruiting)

2007 to 2008

Achievements:

Developed a database of 70,000+ candidates using IT solutions, placed +10 candidates thereby exceeding all objectives by 3X within a 3 month period.

Education

Professional Designation in CPA (Former Candidate - Not Practicing) in Accounting and Corporate Performance

Chartered Professional Accountants

2012 to 2015

Master's Degree in LEAN enterprises (Statistical Quality Control and Process Improvement)

Villanova University

2012 to 2013

Professional Designation in CFA (Former Candidate - Not Practicing)

Chartered Financial Analysts Institute

2012 to 2013

Bachelor's Degree in Business Administration Honors

Trent University

2006 to 2010

Skills

- B2B sales
- Contract negotiation
- SaaS

Languages

- English - Fluent
- French - Fluent

Links

<http://www.linkedin.com/in/superdan11>

<http://www.supersalesguysandgals.com>