

MIGUEL A. LLANO

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Summary of Experience:

- Established working relationships with executive level decision makers.
- Ability to handle multiple deals in different stages of development.
- Experienced in establishing and maintaining sales pipeline to maximize closing potential.
- Presented technical information to large groups and audiences on a number of different topics.
- Performed cold calls, email blasts, and direct marketing campaigns to target clients.

Education:

Rochester Institute of Technology Rochester, NY GPA: 3.83/ 4.00
Masters of Business Administration, Entrepreneurship Graduation Date: May 2009

Activities:

Graduate Management Association; President

- Rebuilt group from bottom up after being inactive for over two years.
- Implemented personal branding, professional development, and networking skills workshops.
- Lead executive team of six graduate students to meet needs of overall group of 32 graduate students.

Dean's Student Executive Board; Graduate Representative

- Worked directly with Dean of Saunders College of Business to identify areas of need for college.
- Established projects with other board members to influence and increase student activity.

Student Affairs Committee; Graduate Representative

- Evaluated financial proposals for groups that requested financing for education related purposes.
- Worked with college faculty and staff to design processes and procedure for financial requests.

Lycoming College Williamsport, PA GPA: 3.49/ 4.00
Bachelors of Arts, Political Science & Economics Graduation Date: April 2003

Work Experience:

Martino Flynn, LLC. Pittsford, NY June 2009- November 2009

Account Executive, Business Development

- Responsible for increasing the number of new clients for the agency through prospecting emails, cold calls and relationship building.
- Developed and presented social media strategy marketing plans for new and existing clients.
- Complete RFPs for digital media team and follow through with company representatives.

BlueTie Inc. Rochester, NY May 2006- November 2007

Business Development Manager (05/07-11/07)

- Developed partnerships with Web 2.0 and Fortune 500 companies on a revenue share model.
- Coordinated marketing strategy with third party vendors to increase user base through target marketing.
- Handled high level contract negotiations on business terms and assisted on legal terms.
- Managed creative process for optimal technology integration and user experience.

Territory Channel Manager/ Team Lead (05/06-05/07)

- Designed and implemented reseller program to drive sales at a regional level to increase efficiency.
- Managed a team of five sales reps, providing support and instruction on sales processes and strategy.
- Worked with Sales Managers and Vice President of Marketing to develop programs to increase sales.

Mutual of America Rochester, NY June 2004- May 2006

Pension Consultant

- Worked with executive level decision makers to determine what plan type fit their needs.
- Facilitated takeover of \$2.5 million group plan and managed over \$49 million in retirement assets.

First Investors Corporation Rochester, NY July 2003- May 2004

Financial Services Representative

- Determined customers' financial services needs and prepared proposals to sell services.
- Worked with clients to determine financial needs and resources available to invest to reach goals.

Related Training:

2007 Keith Ferrazzi: Never Eat Alone, and Other Secrets to Success Seminar Rochester, NY
2004 Dale Carnegie: How to Cold Call and Build New Business Seminar Buffalo, NY

Organizations:

2009 National Society of Hispanic MBAs VP of Northern NY New York, NY Chapter

Honors/ Activities:

2008 E. Philip Saunders College of Business Graduate Student Delegate for Commencement Ceremony
2007 National Society of Hispanic MBA's Scholarship Recipient
2003 Omicron Delta Epsilon: Economics Honor Society
2003 Pi Sigma Alpha: Political Science Honor Society
2000 Bill & Melinda Gates Millennium Scholarship Recipient