

MATT BLANKENSHIP

machineland@gmail.com Crossville, TN (931) 210-4470
[linkedin.com/in/matt-blankenship](https://www.linkedin.com/in/matt-blankenship)

An extensively experienced IT Management Professional with a history of providing end-user focused support. Adept at configuring hardware and software, managing VOIP systems and ensuring network availability and operability. Enhanced Front End design skills supports an ability to design and create impactful and engaging web properties. Experience as a business owner and manager have instilled in me an appreciation for ongoing sales and customer service as the foundation of long-term success.

VALUE ADDED SKILL SETS

WordPress | Web Design | Systems Configuration and Maintenance | VOIP Deployment | Consultative Sales | Team Leadership | Mobile Device Support | User Experience | B2B and B2C Sales | Business Development | Accounts Payable and Receivable | Vendor Management | Scheduling | Purchasing | SEO | Contract Negotiation | Service Agreements | Digital Marketing | Payroll Administration | Windows Server

SKILLS SUMMARY

INFORMATION TECHNOLOGY – ABILITIES AND SUCCESSES

- Experienced in server installation and systems administration.
- Ability to manage wireless mesh networks.
- Hardware and peripheral configuration and maintenance.
- Laptop and mobile device optimization and repair.
- User Support (onsite and remote).
- Front End Web Design focusing on a heightened User Experience.
- Advanced WordPress implementation.
- Search Engine Optimization and Analytics.
- New user Set-up.

SALES / BUSINESS DEVELOPMENT / CUSTOMER SERVICE

- Created marketing and sales strategies to build pipelines; expanding account acquisition.
- Drive effective client relationship management based on consultative sales approach.
- Spearheaded new account sign-up, overseeing all aspects of the new sales process, including contract negotiation, terms of service and quality assurance.
- Superior Account Management ensuring service delivery excellence; eliminating attrition.
- Exhibit leadership in establishing a standard for the handling of all accounts, providing a consistent and reliable quality of service.
- Adept at B2B and B2C sales processes.
- Effective data analysis-based sales development approach.
- Deep understanding of the competitive environment with a focus on industry moves and opportunities.
- Execute revenue enhancing vendor relationship management strategies.

SUPERVISION AND LEADERSHIP

- Heightened ability to translate organizational objectives to daily operations.
- Superior communication skills engendering stakeholder and team buy-in.

- Experienced in creating and leading training programs.
- Coordinated sales teams and sharing of best practices.
- Scheduling and assigning work assignments; motivating teams.

PROFESSIONAL EXPERIENCE

- **Tri-County Equipment** | 2019 – Present
Information Technology Manager over a John Deere Dealership, Federated Auto parts Warehouse, rental center, and Rocky Top 10 Movie Theatre.
- **Electron Media** | Owner | 2017 – Present
A web design studio focusing on creating and maintaining Small to Medium sized business clients marketing and customer inspired digital touch points.
- **Pack N Mail / Electron PC** | Owner | 2013 – 2017
A one stop shop integrated shipping and mailing business with integrated IT Services and Web design division.
- **Acme Block and Brick** | IT and Sales Manager | 2007 – 2013
A leading brick, deck block and decorative concrete supplier serving the wider Tennessee market through multiple retail outlets.
- **Computerland** | General Manager | 2006 – 2007
A client-facing computer retail and service company
- **Machineland** | Owner | 2004 – 2006
Computer sales and repair and regional leader in computer recycling.
- **Alpha Equipment Company** | Sales / Purchasing / Engineering | 2001 - 2004

Prior

- Wyndham Hotels and Resorts | Sales Manager
- Dell Computer Company | Senior Technician
- Apex Computers | Senior Technician

EDUCATION AND SELECTED SKILLSETS

General Educational Development Diploma | Cumberland County | Crossville, TN

- Microsoft Advanced Server 2000 Certification
- Microsoft Frontpage Diploma | Roane State Community College
- Marconi Communications Power Training | Marconi
- ISO 9000 Certification
- Dell Computer Training | Dell Technologies
- Crestcom Bullet Proof Manager

Portfolio of Work Completed Can Be Seen At
<https://matt-blankenship.com/#portfolio>