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Business Development Executive

Sales & Account Management ~ Complex Business Development

Team Leadership ~ Customer Success & Experience

SaaS ~ C-Suite Relationships ~ Contract Negotiations

Strategic and Tactical Planning ~ P&L Management

Business Re-engineering ~ Global & Domestic Experience

Organizational Development ~ ROI Analysis ~ Salesforce

Anaqua, Boston, MA.

5/2022-Present

Premium provider of integrated technology solutions

Senior Account Manager

Developed pipeline of \$12,475,000 within portfolio of 170 top-tier, high-profile law firms across the U.S. including the coveted Washington, D.C. market.

Orchestrated SaaS solutions of products and services with complex integrations specializing in intellectual property. Average deals closed in excess of \$191,000.

John Rizvi P.A. Coral Springs, FL.

12/2019-5/2022

Patents, Trademarks and Copyrights

Client Relationship Manager

Consulted with individual and corporate clients throughout to secure varied forms of U.S. and foreign intellectual property protections.

Leveraged consolidated resources during economic downturn to reverse downward trend to exceed sales goals.

First Manufacturing, Oceanside, N.Y.

6/2016 – 8/2019

Exceptional Leather Products

Senior Account Executive

Achieved top sales volume developing over 600 accounts from Pennsylvania to Nevada.

Resolved customer service needs for all accounts.

Delivered on-site presentations boosting company visibility and market share.

Triumph Motorcycles, Atlanta, GA.

10/2013-5/2016

The World's Greatest, Fastest and Coolest Motorcycles since 1902

Director of Retail and E commerce

Spearheaded parts, clothing, and accessories categories for 225 dealerships throughout North America.

Expanded distribution to new 3rd party retail stores enabling increased sales and profits.

Victorinox Swiss Army, New York, New York

6/2011- 9/2013

128 years of iconic design, functionality, quality and innovation

Director of Retail, Operations

Organized expansion of Victorinox Swiss Army branded stores throughout North America generating \$40,000,000 of sales volume.
Mobilized all aspects of store development and expansion.
Supervised hiring and training of store management and staff.
Authored North American Retail Operations Manual.
Created all retail processes, procedures and protocols.

XSRE Retail Group, New York, New York

2/2009 – 5/2011

Big box retailer of woman's accessories

Director of Operations

Developed corporate inception to open multiple New York area super-stores averaging 60,000 square feet of new retail space in only four months.
Velocity to generate \$25,000,000 in sales volume.
Reported directly to CEO and responsible for all company operations.
Negotiated with landlords for best possible lease terms and conditions.
Directed vendor management driving cost containment and exceptional savings.
Worked with fixture vendors to guarantee optimum design, functionality, and cost.
Managed accounts payable, facilities, purchasing, marketing and customer service.

Steve & Barry's, Port Washington, New York

8/2002-12/2008

National manufacturer and retailer of casual wear, apparel and merchandise

Director of New Stores

Coordinated opening 300 retail stores totaling over 13,000,000 square feet, averaging 42,000 square feet each, producing \$700,000,000 of sales volume.
Spearheaded end-to-end store openings, including operations, planning, budgets and hiring.
Assembled support team of 30 in Mumbai, 8 in New York and over 100 throughout the U.S.
Established strategic analysis to track and optimize business costs, profitability, and expenses.
Initiated processes, protocols, documentation, training manuals, partnerships, metrics, checklists and procedures enabling seamless collaboration between all company departments.
Reduced time to open a new store to 16 days; gaining reputation as the “go-to” team for best practices, effective processes and optimal operations.
Orchestrated initiatives to grow business by promoting cross-functional partnerships within the business, eliminating silos.

Education: University of Miami, Coral Gables, Florida
Bachelors of Business Administration ~ Marketing