



Casey Chipman

Professional Summary

Account Manager specializing in building and nurturing partnerships, retaining key accounts, and optimizing profit channels. A strategic and collaborative leader skilled at expanding professional networks, influencing decision-makers, and devising successful strategies. Known for excellence in customer relationship management and a strong commitment to achieving business objectives.

Work Experience

SkipTheDishes - Regional Partnership Manager

Winnipeg, MB Canada

12/2021 - 10/2023

- Implemented impactful growth strategies, driving a 400% increase in marketing investment for a distinguished Canadian corporate brand.
- Orchestrated cross-functional collaboration to spearhead a mission-critical initiative, ensuring the security of a monthly order volume exceeding 200K, \$5.5M in sales, and \$1.15M in Network Access Contributions (NAC).
- Applied adept negotiation skills to secure a crucial regional partner, resulting in a 12-month exclusivity agreement with marketing commitments valued over \$30K.
- Led a team of Corporate Account Managers, orchestrating strategic business development initiatives for a high-value portfolio exceeding \$50M in annual sales.
- Uncover innovative business development prospects through collaborative business reviews and in-depth analysis of internal sales and operations data.

SkipTheDishes - Corporate Account Manager

Winnipeg, MB Canada

03/2021 - 12/2021

- Leverage self-serve partner marketing tools to identify and capitalize on individual restaurant marketing opportunities, driving notable revenue increases of up to 200%.
- Initiated and developed the Restaurant Revitalization Project (RRP), giving Corporate Account Managers (CAM) an efficient interface for

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Skills

- Communication
- Negotiation
- Sales Forecasting
- Partnership Development
- Strategic Planning
- Data Analytics
- Product Development
- Salesforce CRM
- Microsoft Excel
- Organization
- Process Management

Education

Expected in 01/2024

Six Sigma Global Institute (SSGI)

Boston, MA USA

Lean Six Sigma Black Belt: Process Management

04/2016

Red River College

Winnipeg, MB Canada

Post Graduate Diploma: 3D Computer Graphics

- Co-Coordinator of 2016 RRC Grad Show

04/2015

Red River College

Winnipeg, MB Canada

identifying growth opportunities and saving approximately 3 hours of weekly reporting per CAM.

- Oversee the partnership between SkipTheDishes and corporate franchisees, serving as their dedicated network expert and providing individualized support.
- Mentor colleagues within the Corporate Account Management team as a training specialist, focusing on Tableau Reporting, Data Analysis, Custom Brand Reporting, and facilitating effective Partner Communications.

NAV CANADA - Air Traffic Control Trainee

Winnipeg, MB Canada

04/2020 - 09/2020

- Successfully mastered safety best practices through comprehensive knowledge checks, consistently achieving a 96% average on all assessments.
- Chosen as one of the top ten candidates out of a pool of 500 applicants, recognized for exceptional aptitude, strategic planning, effective communication, and heightened situational awareness.
- Engaged in remote training for the strategic planning of air traffic, applying proficiency in altitude, speed, and vectoring, along with accurate use of aviation terminology and identifiers.

Glentel Inc - Sales Consultant

Winnipeg, MB Canada

08/2016 - 03/2020

- Consistently positioned in the company's top 10% of sales performers with the company, while maintaining an 75%+ attachment rate for consumer warranties.
- Collaborated with other locations to exchange expertise in coaching methods, sales tactics, and optimized stock allocation through effective inventory planning.
- Managed Planogram intricacies, ensuring effective product placements to enhance the shopping experience.

Rogers Communications Inc. - Sales Associate

Winnipeg, MB Canada

09/2006 - 08/2016

- Acted as the Apple Masters Ambassador, facilitating effective communication and brand representation between Glentel and Apple. Conducted training sessions to enhance team expertise on Apple products.
- Managed Rogers Mastercard applications, surpassing monthly goals by 20%, highlighting expertise in sales within the consumer electronics adjacent sector.
- Proficiently handle consumer sales while simultaneously managing a dedicated portfolio of small business clients.

Diploma: Digital Media Design

- Graduation with Honours, 2015
- Co-Coordinator of 2015 RRC Grad Show
- Volunteer of 2014 RRC Grad Show

Certifications

- Database Foundations: Intro to Databases
- Adapting Leadership to Behavioral Styles
- SQL Essentials Training
- Agile Product Owner Role Fundamentals
- Google Cloud Platform Essential Training