

Daniel Sumerlin

Core Qualifications

- Successful track record for high volume business growth and bottom line results
- High intelligence with a true entrepreneurial risk mentality, strong analytical and strategic thinking skills
- Achievement oriented with solid management/senior on floor level experience and demonstrated leadership
- Strong understanding of customer and market dynamics and requirements.

Experience

Senior Design and Marketing Consultant

December 2010 to Present

Inmotion Hosting/Web Hosting HUB - Virginia Beach, VA

- Responsible for the sales of an international web hosting and design company tailored exclusively to the sales and marketing industry.
- Develop annual business plan in conjunction with Sales Manager and sales associates in a team lead role, which details activities to follow during the fiscal year, which will focus the Sales Associate on meeting or exceeding sales quota.
- Maximize all opportunities in the process of closing a sale resulting in the taking of market share from larger competitors.
- Consulting with business owners and organizations to make recommendations in order for them to best achieve the most professional online presence possible.
- Develop a database of qualified leads through referrals, telephone canvassing, face-to-face cold calling on business owners, direct mail, email, and networking.
- Managed IMWDirectory.com WordPress online portfolio of new design team launches for internal use.

Freelance Graphic Designer

May 2011 to December 2011

Hampton Roads Sustainable Living Expo - Virginia Beach, VA

- Worked directly with the community organizers to create a logo and brand that would support the local sustainable living community and future Expo'

Freelance Graphic Designer

March 2010 to September 2010

Wave Warriors Surf Camp/Billabong USA - Virginia Beach, VA

- Designed logo for a non-profit dedicated to injured service members and their families.

Freelance Illustration and Artist

May 2008 to Present

Daniel Sumerlin Design Studios - Virginia Beach, VA

- Mixed Media Artist, Illustrator and Painter.
- Sand Dollar Award Winner, 2011 Boardwalk Art Show and Festival
- Participant in both 2010-2011 Boardwalk Art Show and Neptune Festival
- Gallery Installation pieces around Virginia along with e-Commerce website: daniel-sumerlin.com

Organizations and Education

Generation MOCA

- Executive Board, Artist Liaison

AIGA Hampton Roads Member

Old Dominion University, 2009 - Norfolk, VA

- Bachelor of Fine Arts - Concentration in Graphic Design, Dean's List

Computer Skills

Proficient in WordPress CMS, Sugar CRM, Google Docs, Microsoft Office, Adobe Creative Suites