**Derrick D. Hubbard**

**3335 Douglass Ave.**

**Memphis, TN 38111**

**901-833-7542**

**Derrick@MentorThis.com**

***Skills & Leadership***

* Highly motivated, goal seeking individual with a strong focus on leadership through communication, training, and dedication to both the project and the team
* 10 plus years of experience in sales, project management, entrepreneurship, small business consulting, ISO quality management
* Project Management
  + Microsoft Office, Access, Intuit Quickbase, iOS, Google Drive, Google Hangouts, Slack, Asana, Lucidchart, and Evernote
* Software
  + HTML, CSS, Intuit Quickbooks, Salesforce

***Professional Experience***

**Competition Cams** **May 2008-Present**

* ***Performance Account & Special Project Manager*** ***March 2016-Present***
* Builds and maintains strong, long-lasting relationships with high-profile NASCAR, OEM, and industrial accounts
* Achieves year-over-year growth of existing customer base 20% through superior customer service by way of communication and follow-up (highest growth percentage in the department)
* Reduces cost and produce new leads by using detailed sales data with outside sales teams
* Develops, refocuses, and manages trade show schedules and activities
* Trains senior salespersons on new technology: CRM tools, personalized email sales marketing, and other SAAS products
* ***Sales, Engineering, Manufacturing Coordinator June 2010-March 2016***
* Coordinated and manage engineering projects, sales strategies, manufacturing schedules
  + Reported directly to founding partner/COO
* Project Development Manager – Custom Core Operations, developed and maintained the integration of core manufacturing, a key link in the supply chain for the company
  + Increased production 300% in the first 12 months by utilizing process optimization
* Boosted company revenue and streamlined sales by becoming first engineering liaison
* ***Technical Sales & Consulting*** ***December 2008-June 2010***
* Provided technical assistance
* General Sales
* ***Order Entry*** ***May 2008-December 2008***
* Handled general call center duties
* Customer Service

**MentorThis, LLC** **August 2016-Present**

* ***Founder***
* Creates the overall business strategy
* Crafts the marketing and operations strategy
* Establishes sales and budget strategy
* Recruits team members and mentors

**Doublethink, LLC** **February 2012-September 2016**

* ***Co-Founder***
* Managed the development of electrical prototypes, websites, mobile app development
* Bookkeeper, accounting, budget creation and implementation
* Developed a profitable sales strategy within 14 months of launch

***Education***

* **Bachelor of Business Administration in Management – Human Resource Management**

*The University of Mississippi, Ole Miss*

Graduated: May 2017

Honors - Cum Laude

* **Associate of Arts in Business Administration**

*Northwest Mississippi Community College*

Graduated: May 2015

Honors - Phi Theta Kappa Honor Society