

KELLER MELLOWITZ

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ENTERPRISE SALES & BUSINESS DEVELOPMENT ♦ CLIENT RELATIONSHIP MANAGEMENT ♦ SALES GROWTH STRATEGIES

Highly accomplished and results-driven Sales Professional with expertise in driving revenue, capturing market share, and closing complex six- and seven-figure enterprise sales across diverse industries, including Technology, Financial Services, and Commercial Construction. Expert at navigating the full sales cycle for both combined SaaS platform/hardware solutions and sophisticated service contracts. Consistently secures high-value accounts—including Pfizer, Adidas, U.S. Bank, and OpenAI—by expertly applying Sandler and MEDDPICC methodologies to resolve intricate security and compliance requirements. Lauded as a strategic hunter and closer with a track record of accelerating pipeline growth through proactive cold calling, LinkedIn outreach, and high-impact marketing campaigns. Demonstrated leadership in global project execution, successfully managing deployments across 23+ countries, and leading cross-functional teams to ensure seamless delivery and client satisfaction. Proficient in HubSpot CRM and QuickBooks for pipeline integrity and accurate financial forecasting.

AREAS OF EXPERTISE

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|-------------------------------------|---|-----------------------------|
| ♦ Enterprise Sales Cycle Management | ♦ Revenue Generation & Quota Attainment | ♦ Multi-Channel Prospecting |
| ♦ Strategic Sales Methodology | ♦ Executive Relationship Management | ♦ Account Management |
| ♦ Territory & Market Expansion | ♦ Cross-functional Collaboration | ♦ Contract Negotiations |

PROFESSIONAL EXPERIENCE

NOLATO SILIKONTEKNIK. – Remote

Feb. 2026 – Present

Sales Account Manager (Feb. 2026 – Present)

INTERNATIONAL VENDING MANAGEMENT INC. – Indianapolis, IN

Jan. 2025 – Feb. 2026

Account Executive (Feb. 2025 – Feb. 2026)

Sales Development Representative (Jan. 2025 – Feb. 2025)

Drove the full enterprise sales cycle for a combined SaaS platform and hardware solution, successfully closing and managing accounts with major clients including Pfizer, Adidas, U.S. Bank, Toyota, Ripple, SHI, DXC, and OpenAI. Secured complex enterprise accounts by expertly applying the Sandler and MEDDPICC sales methodologies to navigate and resolve intricate security, integration, and compliance requirements.

- ▶ **Accelerated pipeline growth and generated revenue through proactive lead generation initiatives**, including targeted cold calling, strategic email marketing campaigns, focused LinkedIn outreach, and compelling content creation.
- ▶ Conducted high-impact software demonstrations of the SmartHub SaaS platform and smart vending/locker hardware, effectively presenting the value proposition to diverse stakeholder groups and executive decision-makers.
- ▶ Managed and executed international deployments, successfully rolling out projects across more than 23 countries, demonstrating exceptional global project leadership and coordination.
- ▶ **Spearheaded cross-functional collaboration with Technical and Operations teams to ensure the seamless delivery and successful tailoring of complex vending and SaaS solutions**, resulting in high client satisfaction
- ▶ Expanded revenue by driving sales through strategic channel partners—including DXC, SHI, NTT Data, and other global resellers—leveraging partner relationships to penetrate Fortune 500 end-users and accelerate large-scale deployments.

CRUITFLY – Indianapolis, IN

Mar. 2023 – Jan. 2025

Regional Sales Manager (Aug. 2024 – Jan. 2025)

Sales Representative (Mar. 2023 – Aug. 2024)

Drove \$5 Million in New Revenue during the 2024 fiscal year by spearheading business development across the Western United States territory and successfully securing new environmental abatement clients. Captured and Developed New Business through rigorous prospecting, targeted cold calling, and strategic client engagement within the commercial and industrial construction sectors.

- ▶ **Expanded Market Share by assuming full ownership of the Western U.S. territory for high-value environmental abatement services**, demonstrating rapid performance and trust in high-stakes markets.
- ▶ **Exceeded Client Retention Goals by consistently maintaining and expanding relationships with existing clientele**, necessitating frequent, nationwide travel to key job sites to ensure service satisfaction and identify up-sell opportunities.
- ▶ Managed and Coordinated Complex Staffing Solutions for large-scale construction projects, successfully matching skilled labor to project-specific requirements under tight deadlines and strict safety protocols
- ▶ **Executed High-Impact Marketing Campaigns leveraging data-driven research to develop and deploy targeted initiatives** that significantly boosted brand visibility and generated qualified leads, directly contributing to the \$5M revenue goal.
- ▶ Negotiated and Structured Contracts with key decision-makers and procurement teams, skillfully managing pricing, scope, and service level agreements to maximize profitability while ensuring client satisfaction and project compliance.

EDGE SYSTEMS GROUP – Indianapolis, IN
Account Manager

Aug. 2022 – Mar. 2023

Managed a high-value portfolio of several hundred commercial accounts in the lighting and surveillance sectors, serving as the primary point of contact for business owners, executives, and senior managers to drive renewals and expansion. Achieved consistent closure of five- and six-figure sales transactions, leveraging HubSpot CRM for pipeline management, forecasting accuracy, and ensuring clean financial processing through QuickBooks.

- ▶ **Drove aggressive pipeline growth by actively prospecting, cold-calling, and successfully recruiting new clientele** across diverse verticals, including Hospitality, Manufacturing, and Non-Profit organizations.
- ▶ **Spearheaded multi-channel campaigns** (telemarketing, targeted email sequences, and referral programs) that consistently generated qualified leads and built a robust sales funnel.
- ▶ Oversaw the full lifecycle of complex projects involving electrical installations and integrations in dynamic commercial environments, collaborating cross-functionally to ensure timely delivery and superior client satisfaction.
- ▶ **Cultivated deep relationships with C-suite and managerial clients, developing customized lighting and surveillance solutions** that addressed critical business needs and delivered measurable operational efficiencies.

VOLUNTEERING & COMMUNITY LEADERSHIP

Fundraising and Sponsorship Committee – Russell’s Building Camp, Indianapolis, IN (Sept. 2023 – Present)

- ▶ Mentored and engaged Indianapolis youth through volunteer events, successfully promoting construction career paths and building community connections.
- ▶ Contributed to key funding initiatives by actively assisting in the research, preparation, and submission of sponsorship and grant funding applications.

Volunteer – Cruitfly, Indianapolis, IN (Mar. 2023 – Jan. 2025)

- ▶ Demonstrated commitment to corporate social responsibility by actively organizing and participating in quarterly volunteer initiatives across the local community.

Volunteer – Phi Kappa Psi, Muncie, IN (Aug. 2017 - May 2019)

- ▶ Drove community support by actively participating in local fundraising events and contributing to organizational goals.
- ▶ Supported animal welfare through dedicated volunteering with organizations like the Humane Society, providing time and resources.

CERTIFICATIONS

- ▶ Microsoft AI Product Manager Professional Certificate – Microsoft (Jul. 2025)
- ▶ Sandler Essentials Certification – Sandler Trustpointe (Jun. 2025)
- ▶ Sales Development Representative – Salesforce (Feb. 2024)
- ▶ Google Project Management: Professional Certificate – Google (Dec. 2023)
- ▶ Certified Professional SalesPerson – National Association of Sales Professionals (Nov. 2023)

EDUCATION

Bachelor of Science, Major: Political Science (Dean's List) – Indiana University East, 2025

Major: Legal Studies, Coursework: Environmental Law, Business Law, Legal Writing – Ball State University, 2020