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ACCOUNT EXECUTIVE | B2B FIELD SALES

SUMMARY

Full-cycle B2B closer with eight years selling to small and mid-sized business owners across merchant services, telecom, and home improvement. Builds pipeline from scratch by phone, on foot, and in the home, and closes it without inbound support.

CAREER HIGHLIGHTS

- **\$800K+** in net revenue in a first year at Empire Today, at an 80% close rate on in-home appointments.
- **\$100K+** in new revenue added to a junk-removal company, bought and expanded from commercial into residential.
- **100+** new merchant accounts closed per year, on 1,500 to 2,000 hand-dialed calls a week.
- **200+** fiber installs a year, against a monthly quota of 18-30.

SKILLS

Sales Full-cycle closing · Cold calling · Door-to-door prospecting · Territory development · Consultative selling · Objection handling · Negotiation · Pipeline management · Account management · B2B and SMB acquisition

Domain Merchant statement analysis and rate comparison · Payment processing and POS · Quoting, measurement, and financing options · Compliance-driven contracts and client audits · Serviceability qualification · Territory and route planning

Technology Salesforce · HubSpot · Google Workspace · Microsoft Office · Python (basic)

EXPERIENCE

ZIPLY FIBER | Business Development Representative | *Nov 2025 - Present*

- Self-generate 100% of pipeline in an assigned Clark County territory through outbound prospecting, door-to-door canvassing, and territory development. No inbound leads.
- Close cold residential leads same-day against Comcast and CenturyLink incumbents.
- Manage 25-35 active opportunities from first contact through close in Salesforce.

LUMEN TECHNOLOGIES | Field Sales Representative (concurrent) | *Jun 2023 - Nov 2025*

- Hit or beat a monthly quota of 18-30 installed fiber accounts, averaging 200+ installs a year.
- Built pipeline entirely through cold territory development and residential canvassing.
- Qualified address serviceability, planned territory routes, and coordinated installs with field technicians.

CRUSADER PAYMENTS | Business Development Representative / Sales Executive | *Jan 2022 - Oct 2025*

- Hand-dialed 1,500 to 2,000 calls a week to business owners and decision-makers, working from printed lead sheets.
- Ran statement analysis and rate comparisons against merchants' existing processors to build the case for switching.
- Closed 2-3 new merchant accounts a week, 100+ a year, selling merchant services and POS systems to small and mid-sized businesses.
- Met or beat weekly quota through nearly four years.

XTREME HAUL | Owner / Operator (concurrent side business) | *Mar 2020 - Dec 2021*

- Bought a junk-removal company, expanded it from commercial accounts into residential, and added \$100K+ in revenue.
- Ran pricing, P&L, scheduling, and every customer relationship.

EMPIRE TODAY | Sales Consultant (concurrent) | *Jan 2020 - Dec 2021*

- Generated \$800K+ in net revenue in first year (2020) selling in-home flooring.
- Measured, quoted, and presented financing options in the home, closing 80% of pre-set appointments on single-visit presentations.

SHRED-IT | Sales Executive | *May 2018 - Dec 2020*

- Prospected net-new B2B business against a quota of two signed contracts a week and beat it, roughly 100 new accounts a year.
- Sold compliance-driven service contracts and completed client compliance audits.
- Cultivated additional revenue inside existing accounts through upsells and contract renewals.