



MH BARTZEN

Managing Director
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[VCARD](#) | [LINKEDIN](#)

As a versatile, award-winning sales leader, MH brings 20+ years of professional experience in developing winning teams and maximizing client relationships. She possesses strategic problem-solving skills and the ability to quickly understand the specific market potential of the brands she consults. MH is a subject matter expert in identifying potential in the marketplace and helping to create process flow and strategy to reach the potential quickly and efficiently. MH's ability to foster collaborative relationships with internal and external partners, including C-level executives, makes her a proven manager, trainer, team leader, and growth strategy implementer.

MH began her career in the boutique placements with a nationally known recruiting firm, followed by working in strategic selling and account management with some of the world's most respected and sought-after brands as a B2B sales professional. She has led two sales organizations, one start-up and one well established brand. Additionally, she has over 10 years of experience in selling software and technology for both public and private companies.

FUNCTION & SPECIALIZATION

- Sales Leadership
- B2B
- Technology Start-ups
- P&L responsibility of a \$45 million organization
- Talent Management & Development
- IT Sales and SAAS Sales

REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- ActivePure
- Grant Morgan
- Tiffany & Co. Business Sales
- Godiva Business Sales
- David Yurman Business Sales
- Pong Research
- Inspirus
- RecogNation
- NewClients

EDUCATION, LICENSES & CERTIFICATIONS

- B.A., Art History, Economics, Dickinson College
- Series 7 Securities License
- CRP (Certified Recognition Professional)
- Richardson Relationship Selling, Richardson Strategic Selling
- Management Development Program
- Business Acumen Training
- Radical Candor Training

PROFESSIONAL ASSOCIATIONS & COMMUNITY ORGANIZATIONS

- StartUp Virginia Mentor
- Co-Chair Village Green Fair
- LinkedIn Mentor
- Collegiate School Field Hockey Coach
- Geronimo Lacrosse Coach