

CHRISTOPHER SWINDLE

M A N A G E R & B U S I N E S S D E V E L O P E R

334.413.3400 • swindcw@gmail.com • Nashville, TN • LinkedIn.com/in/chris-swindle-au2012

Skills & Software

Employee Engagement

Excellent Communication

Training and Development

Project Management

Team Leadership

Aspire

Budget Management

Strategic Planning

Public Speaking

Business Development

B2B/B2C Sales

Relationship Building

Employment

Branch Manager

January 2022 – January 2024

LandCare, Nashville, TN

- Led a culture focused on service, quality, safety and LandCare Core Values.
- Reviewed and managed annual budget of \$3 million, P&L performance, and maintained the overall health of the business.
- Developed and implemented branch goals and personal growth goals for team members.
- Created and managed monthly forecasts, labor plans, inventory, payroll, annual budgets, and overall performance growth of the branch.
- Increased customer retention rate and then maintained at 85 – 90% through white-glove customer service interactions.
- Increased portfolio value through creating and developing new relationships with customers and developing a growth strategy for Nashville market.

Business Development Manager

March 2021 – December 2021

LandCare, Nashville, TN

- Grew customer portfolio's by cultivating and maintaining business relationships with new and existing customers.
- Developed new relationships with prospective customers through networking, lunch and learns, and outbound calls.
- Organized and led networking events to represent LandCare as a leader in the industry.

Account Manager

April 2018 – February 2021

Vision Security Technologies, Nashville, TN

- Responsible for outbound calls, referrals, and cold call sales in low voltage security, including video surveillance, access control, audio, perimeter security and hosted/managed services.
- Negotiated and closed 6 new accounts from May 2018 – present, totaling to \$350k
- Hosted 15+ Lunch and Learns from May 2018 – February 2021.
- Touches (calls/email) to 350+ contacts on 4 – 6 week basis

CHRISTOPHER SWINDLE

MANAGER & BUSINESS DEVELOPER

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Account Sales Representative

October 2013 – March 2018

Color Burst Landscapes, Nashville, TN

- Responsible for inbound calls, referrals, and cold call sales in landscape design installation, commercial landscape maintenance, and residential landscapes maintenance
- Negotiated and closed 100+ new accounts totaling \$1.8 mil exceeding sales goal by 25%
- Cold call and client relationship development effort secured a 3-year, approximately \$500,000 commercial landscape maintenance contract, one of the company's largest sales for that fiscal year

Account Manager

October 2013 – March 2018

Color Burst Landscapes, Nashville, TN

- Successfully managed seventy-five accounts with annualized total revenue over \$1.65 million
- Connected with each customer/account weekly via phone, property walk, email, in person or other form of communication to maintain relationship.
- Provided problem solving solutions on properties for aesthetic appeal, removal of diseased/dying plant materials, and budgetary concerns
- Continuous professional improvement through professional development groups, trade show attendance and networking functions.

Additional Employment Experience

Landscape Design/Installation

February 2013 – May 2013

Vigoro Nursery, Grand Cayman, Cayman Islands

Horticulture Teaching Assistant

August 2010 – December 2012

Auburn University, Auburn, AL

Education

Auburn University, Auburn, AL

Master of Science in Horticulture

December 2012

Bachelor of Science in Horticulture

May 2010

Awards, Committees, and Professional Memberships

International Facility Management Association (IFMA)

2014 – present

Building Owners Management Association (BOMA)

2014 – present

Greater Nashville Apartment Association (GNAA)

2014 – 2018

Institute of Real Estate Management (IREM)

2014 – 2018

Community Association Institute (CAI)

2014 – 2018

Force Five – Sales Mentorship Program

2013 – 2018

Auburn Athletic Department Public Relations Hosts and Hostesses,

2008 – 2012

Alpha Kappa Lambda Fraternity

2005 – 2010