

## SUMMARY OF SKILLS

- Highly organized with strong attention to detail
- Effective problem resolution and decision-making abilities
- Strong interpersonal, verbal, and written communication skills
- Skilled in budget planning and adherence
- Experienced in staff management

## PROFESSIONAL EXPERIENCE

### **Debbie Strawhand LLC – Real Estate Advisor**

*Self-Employed / January 2017 – Present*

Managed the full lifecycle of real estate transactions, developed growth strategies, and built strong relationships with clients and stakeholders.

- Negotiated contracts and agreements, ensuring compliance with local regulations
- Developed marketing strategies and managed all sales and growth plans
- Advised clients on market conditions, trends, and strategic decisions
- Coordinated with inspectors, appraisers, and other professionals to close deals

### **ISO-Group – Senior Client Manager**

*November 2015 – October 2016*

Led sales support for the international business development team, overseeing pricing and proposal development and managing client relationships in the defense and aerospace industries.

- Developed and executed strategic plans for domestic and international accounts
- Managed government contracts and delivered solutions for supply chain requirements
- Generated new business through proactive relationship building and proposal submittals

### **Sierra Piedmont, Inc. June 2000 to July 2015**

*Director of Business Development / October 2014 – July 2015*

Led business development efforts to enter new markets, focusing on sales strategies, financial models, and relationship management.

- Developed business plans that resulted in significant new business opportunities and RFPs
- Exceeded sales targets by leveraging CRM tools like Salesforce for tracking and follow-ups
- Organized and led sales meetings to ensure performance against key metrics

*Program Manager/Client Manager/Project Manager / June 2000 – October 2014*

Managed national accounts, team leadership, and project portfolios to ensure customer satisfaction, profit goals, and operational efficiency.

# DEBBIE STRAWHAND

Satellite Beach, Florida; Cell: 321-317-8241

[Dkstrawhand@gmail.com](mailto:Dkstrawhand@gmail.com)

<https://www.linkedin.com/in/debbiestrawhand>

- Led cross-functional teams in delivering projects on time and within budget
- Created and implemented operational procedures and safety protocols to improve performance
- Conducted customer presentations and acted as a liaison with governmental agencies
- Recruited and developed staff, creating key performance metrics and career growth plans
- Championed continuous improvement initiatives to enhance both employee and customer experiences

## EDUCATION & PROFESSIONAL DEVELOPMENT

### **Georgia State University, Atlanta, GA**

Bachelor of Science, Geology - Class of 2000

### **Florida Realtor® License # 3375202**

Accredited Buyers Representative (ABR)

### **Dale Carnegie & Associates Programs**

- Effective Communication and Human Relations
- High Impact Presentations
- Leadership Training for Managers (LTM)