

DONNA NOYCE

Business Development · Consultative Sales · Strategy · Entrepreneurship

Apex, North Carolina · 919.704.3699 · donna@donnanoyce.com · DonnaNoyce.com · LinkedIn.com/in/donnanoyce

PROFESSIONAL PROFILE

Business professional and entrepreneur with a strong background in consultative sales, business development, relationship management, presentations, operations and technology. Skilled at understanding customer and business needs, identifying opportunities, developing practical solutions and communicating value in ways that move decisions forward. Combines strong interpersonal skills with strategic thinking, creativity, technology fluency and hands-on execution.

CORE CAPABILITIES

Consultative Sales · Business Development · Needs Discovery · Relationship Management · Presentations & Public Speaking · Solution Development · Customer Experience · Sales & Marketing Strategy · Project Management · Business Operations · CRM & Business Technology · Digital & Web Solutions

CURRENT BUSINESS LEADERSHIP

DIGITALUTIONS LLC

Founder & CEO | Business Systems & Growth Strategy

- Identify business performance gaps and opportunities and translate them into practical strategies, systems and technology solutions.
- Lead business development, solution strategy, client communications, project management and implementation.
- Architect solutions spanning customer experience, revenue operations, digital experiences, AI, automation and integrated technology.
- Develop custom and productized solutions designed to improve performance, scalability and business value.

SELECTED SALES & BUSINESS DEVELOPMENT EXPERIENCE

REMINDERMEDIA

Presenter / Speaker · Outside Sales · 13 years · Part-time

- Delivered consultative sales presentations to real estate professionals at organizations including Coldwell Banker, Century 21, EXIT Realty, Keller Williams and independent firms.
- Presented to groups ranging from approximately 6 to 90 attendees and advised agents on implementing relationship-marketing strategies.
- Enrolled several hundred real estate professionals as customers.
- Achieved closing ratios as high as 100% on individual presentations.

GANIS CREDIT CORPORATION / BEACON CREDIT

District & Regional Manager · Marine Finance Specialist · 3+ years combined experience

- Originated consumer financing for boat and yacht purchases and managed customer relationships throughout the financing process.

- Developed referral relationships with boat dealers and yacht brokers to generate financing opportunities.
- Managed regional sales responsibilities and office operations, including staff supervision, and represented the companies at industry boat shows.
- Worked toward monthly loan-volume and revenue objectives and consistently achieved performance goals.

eMARKETING SOURCE

Digital Marketing Specialist · Sales & Business Development Manager · 10 years

- Acquired new business through needs analysis, solution development and consultative sales to small and midsize businesses.
- Developed and implemented solutions spanning web, digital marketing, e-commerce, payment processing and business technology.
- Led client projects from recommendations through implementation across web, mobile and localized marketing initiatives.

OPTIMUM

Direct Sales Representative · 2 years

- Sold television and Internet services directly to residential customers.
- Developed referral relationships with property managers, leasing agents and real estate professionals to generate new-resident business.

ADDITIONAL PROFESSIONAL EXPERIENCE

NEW YORK STATE UNIFIED COURT SYSTEM

Court Operations & Administration · Retired Peace Officer · 16 years of public service

- Served in multiple court operations and administrative roles supporting judges, court leadership, attorneys, law-enforcement agencies and the public.
- Completed New York State Peace Officer training through the Court Officers Training Academy.
- Participated in technology and process-improvement initiatives, including case-management implementation and transition of a state reporting process from paper to electronic submission.
- Developed a processing system following enactment of New York's Extreme Risk Protective Order law and performed courtroom responsibilities including grand-jury selection and public speaking.

EDUCATION

Bachelor of Science, Business Administration

Emphasis in Marketing

Dowling College · Oakdale, New York

TECHNOLOGY & CREATIVE CAPABILITIES

Business & Customer Relationship Management Systems · Microsoft 365 · Google Workspace · Artificial Intelligence & Automation · Web Design & Development · Digital Marketing · Presentation Design · Graphic Design · Content Development · Sales & Marketing Technology