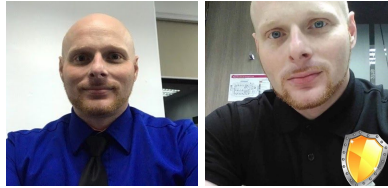


Brady Gilbert W | The Brady Mentality™



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Summary

15+ years of experience mentoring and managing Startups, Small-To-Medium Business, and Enterprise Level companies in the United States and the Philippines. Tasked with guiding the overall development, implementation, management, scaling, and automation of strategic plans outlined to achieve valuable revenue growth opportunities for the business, clients, partners, and vendor goals. Entrusted with key leadership roles and responsibilities, IE: Country Manager, Director of Business Development, Head Of Operations, Client Services, Sales Marketing Manager, and Co-Founder.

Experience



[#TheBradyMentality™](#)

Startups | Small-to-Medium Businesses | Enterprise Business Development | Management | Marketing & Sales.

2013 - 2020: List of my top client projects. I provided help to each company listed here through full-time agreements or contractual consulting periods.



- ❖ **MSS IT SOLUTIONS**: [I.T Solutions MSP](#) | Business Development. US/PH (2020)
- ❖ **KMC SOLUTIONS**: [FLIP](#) ISP | Business Development. AU/PH (2019)
- ❖ **PEN BROTHERS**: [FLIP](#) ISP | Business Development. AU/PH (2019)
- ❖ **NUSKU** | Business Development. EU/PH (2018)
- ❖ **C.H.A.M.P** | Business Development. IL/PH (2017)
- ❖ **PSG**: ISO | Business Development. US/PH (2016)
- ❖ **SBS**: [Beyond Menu](#) & [Cozy Stay](#) | Business Development. PH (2016)
- ❖ **HABITAT FOR HUMANITY**: [B Entertainment](#) | Network Consulting. PH (2015)
- ❖ **KMC SOLUTIONS**: [Q Energy](#) | Business Development. AU/PH (2015)
- ❖ **PEAK STRENGTH TELEMARKETING** | Business Development. DK/PH (2015)
- ❖ **DIRECT MARKETING 4U INC** | Business Development. UK/PH (2014)
- ❖ **MAIN SOURCE 365 TECH** | Business Development. US/PH (2013)



Alorica

Client Services Manager & Director Of Operations. 2010-2012
Alorica client point-of-contact for DIRECT TV, handling Sales, Movers, QA, Recruitment Training, & KPI reporting teams. Managed 500 full-time employees while completing deliverable reports due weekly & monthly. Made tough FTE decisions to improve SLA. Increased customer base & upgrade revenue. Promoted to Director of Operations for Makati Alphaland site. Client acquisition roles for H&R Block and AT&T.



My Center Outsourcing

Co-Founder & Director Of Operations. 2008-2010

As a co-founder, I directed all daily operations for the BPO/call center and online marketing ventures. Bootstrapped to \$150,000 in monthly revenue. As a co-founder, I handled business development, operations, and partner management meeting daily mentoring from the CEO of MCO.



Marketing Web Traffic

Head Of Business Development. 2006-2008

A pioneer of the Philippines outsourcing/offshoring industry I established long-term strategic relationships, developing omnichannel digital marketing software platforms, content for BPO's, and call centers. Developed monthly recurring revenue, built joint ventures with cloud computing partners. On-site sales training and CRM implementation

KeySkills

- ❖ B2C/B2B Project Development / Sales Process Optimisation / Omnichannel Marketing / Multichannel Marketing / Inbound & Outbound Telemarketing / Cold Calling / SaaS / Technology Integration / CRM Implementation / Client Services / Customer Engagement / Analytic Forecasting / Six Sigma Lean / Quality Assurance / Billing Compliance / Content Development / Operational Management / Autoscaling / NicheTraining / Culture Alignment / Data Privacy / Cybersecurity / Recruitment / Team Building / Remote First / Outsourcing / Offshoring / Credit & Financial Education / Blockchain / Crypto / Autodidactic / Leadership Mentor

Education

- ❖ UCF Bachelor's Degree NA, Business. 2006-2007, started a business, scaled in the Philippines, and built a wealth of practical experience.

Licenses & Certifications

- ❖ Lean Six Sigma White Belt Certification - Aveta Business Institute.
- ❖ PCI Security Compliance QIR Certifications - PCI Security Standards Council (QIR)

The Brady Mentality™ - Is A Positive Productive Leadership Lifestyle. A Belief That Teamwork Truly Makes The Dream Work. A Focus On Helping Those Willing To Help Themselves. Peace Of Mind In Aligned Goals. #BeReADY #TheBradyMentality