

Wells Howe

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EDUCATION

Boston College, College of Arts and Sciences

Bachelor of Arts in Economics, Minor in Environmental Studies

Chestnut Hill, MA

May 2013

WORK & LEADERSHIP EXPERIENCE

TravelStorysGPS

Director of Sales

Jackson, WY

May 2018 – Present

- Developed and implemented a profitable and effective company-wide strategic plan across six departments and ten-plus employees
- Curate B2B channel partnerships across eight customer-facing product lines and five platforms
- Responsible for all revenue-generating sales and marketing initiatives to maximize profitability and impact of TravelStorysGPS
- Recruit, hire, onboard, train and manage all sales staff to maximize department efficiency
- Pitch TravelStorysGPS' growth and pro forma to prospective equity and debt investors
- Curate dynamic reports and analytics to lead monthly executive board strategy meetings

BlueWave Capital

Manager, Northeast

Boston, MA

July 2015 – May 2018

- Cultivated 55 B2B partnerships across two departments and product lines resulting in \$1.5M annual recurring revenue for BlueWave Capital
- Raised and facilitated \$100M credit line for over 80 megawatts of community solar projects
- Negotiated \$25M credit facility for BlueWave Capital's residential solar loan program
- Managed relationships with BlueWave Capital's corporate-level capital partners
- Created department wide KPIs for review with the executive team to track the health of quarterly and annual strategic initiatives

Eaton Vance

Internal Wholesaler

Boston, MA

August 2013 – July 2015

- Sales revenue equal to 204% of previous internal wholesaler
- Responsible for over 2,000 financial relationships and five corporate partnerships in wirehouse territory (Morgan Stanley, Merrill Lynch, UBS, Wells Fargo, and RBC)
- Provided in-depth fund information to shareholders and financial advisors
- Promoted the use of Eaton Vance products with financial advisors and business prospects
- Drove sales through dynamic interpersonal skills and tactical relationship building

SKILLS, ACTIVITIES & INTERESTS

Certifications & Training: Series 7 (General Securities Representative Exam), Series 66 (Uniform Combined State Law Examination), US Coast Guard Captain's License

Technical Skills: Salesforce, GIS, Zoho, Microsoft Office, Bloomberg

Languages: Conversant in French

Activities: Founder of St. George's School Surftrider Chapter, Carroll Center for the Blind Surf Instructor, Volunteer at Nuestros Pequeños Hermanos Orphanage in Honduras

Interests: Community Service, Sailing, Backcountry Skiing, Surfing, Wildlife Photography