

MICHAEL LIEBER

516-554-5006

michael.lieber02@gmail.com

Portfolio Website - <https://itsmrlieber.com>

B2B SALES EXPERIENCE

Account Executive | MedStaff Group | Jun 2026 - Present

~B2B sales for healthcare staffing & RPO solutions

- ◆ RPO and contingency recruiting for healthcare orgs that cut costs and get the right talent in the door
- ◆ Driving deals from cold outreach through close, continued account growth, and retention
- ◆ Managing pipeline and follow-ups with prospects via Recruiterflow (CRM)

Account Executive | Premium Merchant Funding | Sep 2024 - Sep 2025

~B2B sales for working capital solutions

- ◆ Closed \$2.3M+ in funded deals within first year
- ◆ Finished with a 40% close rate across a high-volume pipeline
- ◆ Ended the year with a 90%+ offer rate across submitted deals
- ◆ Managed full sales cycle and deal strategy via MyRM (CRM)

ADDITIONAL EXPERIENCE

Market Research Analyst | Tracarts | May 2024 - July 2024

- ◆ Conducted outbound discovery calls with retailers to uncover shopping cart inefficiencies, giving TRAC the data to sharpen their pitch and close more deals

Marketing Assistant | Big Apple Roasters | Nov 2023 - Feb 2024

- ◆ Developed outreach and content strategies to improve brand visibility, drive customer engagement, and increase sales across digital channels.

Private Barber | Self Employed | Mar 2020 - Feb 2024

- ◆ Built and retained a strong client base through targeted advertising, networking, and leveraging local resources to drive consistent referrals and repeat business.

TECH STACK

TOOLS: Apollo.io | Orum | Claude | RingCentral

CRM: Recruiterflow | Pipedrive | MyRM | Monday.com

CORE COMPETENCIES

B2B Sales, Business Development, Pipeline Management, Sales Prospecting, Lead Qualification, CRM Management, Outbound Outreach, Cold Calling, Email Outreach, Inbound Lead Follow-Up, Consultative Selling, Relationship Building, Closing, Revenue Growth, Appointment Setting, Needs Discovery, Client Communication, Sales Presentations