



**Rob Sigmon, MBA**

VP Sales at Sales BQ™

Greater Denver Area

Message



Sales BQ™

Wake Forest University

See contact info

500+ connections

SALES & MARKETING LEADER SPECIALIZING IN TECHNOLOGY STARTUPS, DIGITAL ADVERTISING AND SPORTS TECHNOLOGY INTERNATIONAL BUSINESS DEVELOPMENT SALES MANAGEMENT / STRATEGIC PLANNING / SALES TRAINING TURN AROUND MANAGEMENT ORGANIZATIONAL OPE...

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### Experience



#### VP Sales

Sales BQ™

May 2018 – Present · 4 mos

Greater Denver Area

Helping CEOs of growing companies build and rebuild amazing sales teams.

We specialize in offering dynamic measurable results as a fractional VP of Sales for companies typically with annual revenues of \$1-\$10M, ready to create a sales engine and grow sales.

Through our process of Build + Hire + Manage, we build sales departments for CEOs so they can get back to their passion of growing great companies.

... See more



#### CEO, Founder

Augmented Reality Sports Management Corporation

Oct 2015 – Present · 2 yrs 11 mos

Denver, CO

www.herdofzebras.com

Founded and launched SaaS sports tech startup connecting amateur sports leagues and referees.... See more



#### VP Sales and Marketing

Command Center

Jun 2017 – May 2018 · 1 yr

Greater Denver Area

Developed and managed a national sales training program for branch offices in the temporary staffing industry.

Created sales development training for 65 domestic branch managers billing over ... See more

**VP Sales and Marketing**

International CMO 2GO

Mar 2008 – Dec 2016 · 8 yrs 10 mos

Greater Denver Area

Founded strategic sales and marketing firm serving over 100 clients world wide in the B2B and B2C space. We create winning sales and marketing strategies aligned to the core beliefs of our clients. Our marketing evaluation dives deep into the areas of marketing success and failure at our clients and provides a results oriented marketing plan of action to propel their ... See more

**NATIONAL SALES MANAGER**

Salem Media Group

Jan 2001 – Jan 2008 · 7 yrs 1 mo

Senior member of national sales team representing 25 network programs and over 300 radio stations to Madison Avenue agencies and c-level advertising executives at fortune 500 clients.

Built a \$7 Million new business portfolio from cold-calling over 1,000 clients in nati... See more

[Show 1 more experience](#) ▾

**Education****Wake Forest University**

BA, International Business, Marketing, Finance and Religion

1989 – 1993

**University of Colorado at Denver**

MBA, International Business, Marketing, Operations, Finance, Venture Capitalism,

Entrepreneurship

2012 – 2016

Completed general MBA program and specialization in the Jake Jobs Center for Entrepreneurship

**Volunteer Experience****League Director**

Movedon Soccer League

Mar 2008 – Present · 10 yrs 6 mos

Arts and Culture

Founded and managed a recreational soccer league for adults in the metro Denver market, serving over 1000 members.

+ Recruited teams

+ Organized league schedules and venues permits

+ Coordinated state-wide tournaments

**Charter Member**

E

TiE

Sep 2016 – Present • 2 yrs  
Economic Empowerment



**Publicity Chairman, Board of Directors**

LifeSpark Cancer Resources

Sep 2012 – Oct 2016 • 4 yrs 2 mos  
Health

Coordinate marketing and publicity for the organization, events, donors and volunteers.

### Skills & Endorsements

**Sales Management** · 29

Endorsed by Richard DiPilla and 1 other who is highly skilled at this

**International Business Management** · 3

Louis Deryfus and 2 connections have given endorsements for this skill

**Marketing** · 99+

Endorsed by Richard DiPilla and 5 others who are highly skilled at this

Endorsed by 3 of Rob's colleagues at Salem Media Group

[Show more](#)



