

Garrett Lisowski

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WORK EXPERIENCE

Ingram Micro

Account Representative (SMB) | Account Management

Buffalo, NY
Aug 2025 - Present

- Manage and expand 150+ commercial and enterprise accounts against a \$300K quarterly quota, driving net-new revenue growth while achieving 110% attainment and building trust-based relationships with senior and C-level stakeholders.
- Own pipeline forecasting and account planning on monthly and quarterly cadences, reconciling projections against actuals and delivering variance insights that improve demand planning accuracy.
- Collaborate with partner managers, sales engineering, and operations to architect tailored solutions across complex, multi-stakeholder environments, reducing billing discrepancies and accelerating receivable cycles.

Odo

Business Development Representative

Buffalo, NY
Mar 2025 - Jun 2025

- Generated \$240K in qualified pipeline by prospecting, acquiring new clients, and closing new business opportunities through high-velocity outbound outreach (60+ calls, 75+ emails daily), converting prospects into 30+ meetings per quarter at a 7% meeting-to-opportunity conversion rate.
- Led consultative screen-share demos with senior decision-makers, translating complex platform capabilities into clear business value and earning consistently positive client feedback.
- Partnered with implementation and product teams to design tailored onboarding workflows, cutting time-to-value by 15% and strengthening retention economics post-close.

Tyler Cole Agency

Financial Analyst

Remote
Aug 2024 - Apr 2025

- Built time series and valuation models across equities, fixed income, and commodities, translating complex research into actionable strategic insights for investment decision-making.
- Co-developed a back-tested trading strategy for gold, oil, and Bitcoin that outperformed relevant benchmark indices across multiple liquidity cycles, demonstrating analytical rigor applicable to advisory selling.
- Delivered weekly 1:1 research briefings to the agency founder, building executive communication skills used in stakeholder-facing conversations.

B&H Polymers Inc.

Sales Executive

Remote
May 2022 - Jul 2023

- Drove over \$500K in revenue within 12 months by prospecting and closing new business opportunities through the full sales cycle, from outbound outreach through consultative presentations to close, then transitioning accounts to ongoing management.
- Managed all North American accounts end-to-end, negotiating pricing across complex, multi-party environments with airline and logistics partners and preparing competitive quote bids across the region.
- Achieved a 97% on-time accounts receivable collection rate and oversaw P&L reporting, invoicing, and international trade clearance across multiple markets.

SFIN Media

Co-Founder & Software Developer

Remote
May 2019 - Aug 2022

- Co-founded a digital marketing agency, building optimized conversion funnels that generated 30% more inbound leads for clients.
- Built end-to-end CRM automation that cut lead response time from 24 hours to 5 minutes and increased close rates by 10%.
- Reduced client customer acquisition cost by 35% through data-driven audience segmentation, delivering measurable ROI under SMB budgets.

EDUCATION

University at Buffalo, The State University of New York

Bachelor of Arts in Economics, Minor in International Business

GPA: 3.7/4.0 | Dean's List (5 semesters)

Buffalo, NY
Aug 2018 - May 2022

LEADERSHIP & EXTRACURRICULAR INVOLVEMENT

University at Buffalo - Student Investors Network

Investment Research Vice President | Buffalo, NY

- Conduct sector analysis across 8+ industries, contributing to a simulated portfolio outperforming the S&P 500 by 12%.
- Screen 100+ equities using Bloomberg Terminal and FactSet to produce a weekly analysis for the investment committee.

EdgeFinder

Co-Founder & Developer | Buffalo, NY

- Built a retail trading analytics platform processing 10+ years of historical data across 500+ equities for signal generation.
- Developed Python screening evaluating 200+ technical indicators; momentum strategies achieved a 72% back-tested win rate.
- Integrated real estate market data feeds to evaluate REIT performance, cap rate trends, and sector rotation signals.

SKILLS & CERTIFICATIONS

Technical: Salesforce, HubSpot CRM, MS Excel (Pearson Certified), Python, Bloomberg Terminal, FactSet

Certifications: HubSpot Inbound (Mar 2026), Inbound Sales (Mar 2026), Frictionless Sales (Mar 2026), Revenue Operations (Mar 2026), Sales Hub Software (Mar 2026)

Languages: English (Native), Spanish (Intermediate)

Interests: Enterprise Strategy & Research, AI/ML Applications, Quant Trading Strategies, Commercial Real Estate, Skiing, Weightlifting