



**Rick Jones**  
**Business Development Manager**

Rick Jones joined Wolf Consulting as Business Development Manager in 2017 where he is responsible for the management of the sales pipeline as well as the relationships with our prospective clients. His key responsibilities include:

- Assist in the management and mentoring of the Business Development Team.
- Provide strategic input to the sales and marketing plans of the department.
- Strategic contribution to the department's SOPs and best practices
- Assist in vetting new technologies to enable department and company scalability
- Manage the department sales pipeline and prospective client relationships
- Assist in budget planning and implementation of department strategies

Rick has over 30 years of business and technical experience. He has formerly held the position of IT Manager/VP of Sales for a \$30M rep agency and understands technology best practices and how to use them to reach business goals. In addition to managing sales pipelines, he is well versed in the use of progressive technology solutions to keep company operations efficient and profitable.

Rick holds a B.S. degree in Business Administration from The Pennsylvania State University. In addition, he holds a Microsoft OEM System Builder certification.