

BB WEBB

2311 Milkhouse Avenue, Bozeman, MT 59718

bbwebb@me.com / www.bbwebb.net / www.linkedin.com/in/bbwebb1

406-224-2549

After a career envisioning, creating, managing, and growing innovative, successful businesses, I am looking for a fit within a company who will value and benefit from my strengths and experience. Key strengths:

**Developed a Multi-Award Winning Business | Training and Development | Speaker/Author |
Business Coaching | Keen Attention to Detail | Ability to Motivate and Inspire Teams**

EXPERIENCE

XY Planning Network

2019- 2022

Advisor Education Sales Coach

- ◆ Passionate coach to firm owners in building/growing their RIAs, (Registered Advisory Firms)
- ◆ Created dynamic remote sales course strategies for 1600 members including original webinar and workshop content, sales resources, engaging educational blogs and lively video content
- ◆ Provided energized remote and in-person training to catapult members in building successful sales processes that embraced consultative sales best practices
- ◆ Select Speaker at XYPN yearly conference and co-hosted two dynamic XYPN Consumer Focus Groups while serving on a cutting-edge sales and marketing panel through Investment News

Arriving with BB Webb, LLC

2008-2020

Owner, Author, Speaker, Business Coach and Media Producer/Host

- ◆ Wrote, produced and delivered compelling talks, content, business coaching/training, and media
- ◆ Influential speaker and business coach, working with entrepreneurs on progressive organizational best practices with a focus on innovative culture development
- ◆ Energetic guide to business leaders and their teams in vision creation, sales, and marketing strategies, organizational communication, accountability measures and powerful customer service protocols
- ◆ Developed, produced, hosted popular cable program, 'Living Life with Style'
- ◆ Authored popular, *Build Your Business*, 'BB Webb's Notes from the Highwire!'

LifeWorks Health and Neuroscience

2018-2019

Director of VIP Communications

- ◆ Worked alongside CEO and Chief Science Officer to develop business/association alliances and sales/marketing strategies to build partnerships and brand awareness

Carl House: Extraordinary, Memorable, Events

2003-2017

Founder, CEO

- ◆ Founded multi-award-winning Atlanta area, full-service special event venue
- ◆ Developed innovative culinary services, floral design, and wedding direction
- ◆ Produced over 1,500 extraordinary, customized special events

EDUCATION

Licensed Real Estate Agent in Montana
MFA, The Ohio State University: Theatre Degree
BFA, Marlboro College: Theatre Degree
Studied with Celebrated Theatre Director, Tony Montanaro
LAMDA, London Academy of Dramatic Arts

RECOGNITIONS AND AWARDS

- Voted one of 10 Most Powerful and Influential Women in Atlanta' – 2014 - Atlantan Magazine
- Key business contributor to the 'Ken Coleman Radio Show' featuring Women in Business
- Selected as one of 10 Top Female Leaders in North Atlanta – 2012 - Points North Magazine
- Barrow County's 'Business Woman of the Year' – 2012 - Barrow County Chamber of Commerce
- "Best of Gwinnett" People to Know – 2003 – 2016 - Gwinnett Magazine
- Appeared as an electric 'Hard Knocks' judge in CBS program, 'The Next Tycoon'
- Selected as one of 5 winning finalists for WE Excel Award by the NAWBO, Atlanta Chapter
- Recognized by Catalyst Magazine as one of the top 5 innovative entrepreneurs to watch in Atlanta
- Wrote, marketed, produced and performed original, award-winning one-woman play, *Through Ruby's Eyes*

ORGANIZATIONS AND ASSOCIATIONS

- Montana Women's Business Center Advisory Board Member/ Prospera Business Network
- NAWBO, National Association of Women Business Executives
- Gwinnett County Chamber of Commerce
- A.I.E.S.E.C., the University of Georgia Chapter, Board of Advisors Member
- Les Dames d'Escoffier, an Invitation-only Organization Supporting Women in Culinary
- Jeannette Rankin Foundation, Raising Money for Women over 30 in Need

CARL HOUSE AWARDS / PUBLICATIONS

ADDITIONAL RELEVANT CONTENT

AVAILABLE UPON REQUEST