

DARREN SLIVA

Plattsmouth, Nebraska

Phone: 402-415-6218

Email: DarrenRSliva@gmail.com

Business Development | Sales Leadership | Recruiting | Strategic Consulting

Results-driven business development and sales professional with more than 28 years of experience in consultative sales, leadership development, recruiting, team building, and relationship management. Proven ability to develop business opportunities, build and lead high-performing teams, train emerging leaders, and cultivate long-term client relationships. Extensive background in health and wellness, insurance, employee benefits, business consulting, and B2B sales. Recognized for strong communication skills, entrepreneurial leadership, strategic thinking, and a commitment to helping individuals and organizations achieve sustainable growth.

CORE COMPETENCIES

- Business Development
- B2B Sales
- Consultative Selling
- Relationship Management
- Leadership Development
- Team Building & Recruiting
- Employee Benefits Consulting
- Payroll Optimization
- Financial Services
- Customer Acquisition & Retention
- Public Speaking & Presentations
- Training & Mentoring
- Strategic Planning
- Technology Cost Analysis
- Negotiation & Closing
- Account Management

PROFESSIONAL EXPERIENCE

ELEVATE YOUR BOTTOM LINE | Plattsmouth, Nebraska Sales Consultant / Business Owner | November 2024 – Present

- Provide business consulting services focused on payroll optimization, employee benefit enhancement, and technology cost reduction strategies.
- Develop relationships with business owners and executive decision-makers through consultative B2B sales.
- Analyze payroll structures and identify opportunities to improve cash flow without increasing

company expenses.

- Evaluate technology and vendor expenditures to identify cost-saving opportunities.
- Present customized recommendations that improve employee satisfaction and operational efficiency.
- Conduct business needs assessments and provide strategic guidance for long-term growth.

TOP TO BOTTOM SOLUTIONS | Plattsmouth, Nebraska
Sales Consultant | March 2020 – November 2024

- Partnered with business owners and executive leadership teams to improve cash flow, employee benefits, and overall financial performance.
- Conducted consultative B2B sales presentations focused on payroll and benefit optimization.
- Assisted organizations in identifying opportunities to improve cash flow without increasing operating expenses.
- Collaborated with business leadership to integrate benefit programs with existing payroll and healthcare plans.
- Helped reduce administrative workload while improving organizational efficiency.
- Developed relationships with business owners, executives, and key decision-makers across multiple industries.

COPPLE CHEVROLET GMC | Louisville, Nebraska
Sales & Leasing Consultant | October 2019 – March 2020

- Assisted customers in selecting new and pre-owned vehicles based on their needs and budgets.
- Conducted sales consultations and vehicle demonstrations.
- Managed inbound sales inquiries and scheduled appointments.
- Maintained consistent customer follow-up throughout the sales process.
- Collaborated with sales, service, and administrative departments to ensure an exceptional customer experience.

VIRTUAL FINANCIAL GROUP | Gretna, Nebraska
Insurance Agent / Recruiter | May 2018 – October 2019

- Provided insurance and financial protection solutions to individuals and families.
- Recruited and trained prospective agents interested in developing careers within the financial services industry.
- Conducted presentations, interviews, and onboarding activities to support agency growth.
- Coached team members on prospecting, client acquisition, and business development.
- Utilized virtual business systems and technology platforms to support recruiting and training efforts.

HEALTH & WELLNESS INDUSTRY LEADER
Independent Business Development & Team Leadership
1990s – Present

- Built and developed sales organizations within the health and wellness industry for more than 28 years.
- Recruited, trained, mentored, and coached several thousand independent representatives, customers, and emerging leaders throughout domestic and international markets.
- Conducted presentations, workshops, webinars, and one-on-one consultations focused on health, wellness, leadership, and business growth.
- Developed customer acquisition and retention strategies supporting long-term organizational growth.
- Built professional networks spanning multiple states and international markets.
- Assisted individuals in developing leadership, communication, sales, and entrepreneurial skills.
- Established a reputation for leadership, mentorship, integrity, and relationship management.

LICENSES & CERTIFICATIONS

Nebraska Accident & Health Insurance License

EDUCATION

University of Nebraska – Omaha

Bachelor of Science - 1995