

PROFESSIONAL PROFILE



Raymond Tate

Business Development Director

The Diversity Consortium

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M: 703-342-9020

Education:

Bachelor of Science

Business Management

Hampton University (1993)

Mr. Tate has over 30 years of experience in the sales and marketing areas in the facility management industry. Mr. Tate's attention to the customer experience and strong ability to match capabilities and solutions has served his client base well. Mr. Tate has served as a member of the executive suite with a variety of organizations crafting their sales culture and go to market strategy. He has served in this capacity with Aramark, ISS Facility Services, Planned Companies and FirstService Residential.

Mr. Tate is responsible for formulating the go to market sales strategy within the organization. He works with prospective clients to diagnose their specific needs and curate a solution plan for future success. Mr. Tate facilitates the transition from sales to the integration of operations as it relates to minority businesses and corporate clients. His "let's have a conversation" approach to discussing current circumstances, identifying needs and joining strong solutions serves well in building strong client relationships.

Mr. Tate frequently contributes to industry and association events as a guest speaker on topics ranging from "sales effectiveness" to "impact messaging". He works with prospective clients to expand thought beyond their current knowledge base and opens new doors of opportunity.

AWARDS / Accomplishments

Mr. Tate has received various awards and recognition such as:

- Top Sales Performer- FirstService Residential 2020
- "Sensational Six" Class - Top Sales Influencers 2020
- President's Circle - FirstService Residential 2016-2020
- President's Circle-Planned Companies, 2013-2015