

PATRICK SPOLAR

ENTERPRISE SALES | STRATEGIC BUSINESS DEVELOPMENT | REVENUE GROWTH

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EXECUTIVE PROFILE

Award-winning B2B sales leader with a record of exceeding quota, generating new business, expanding client relationships, and selling complex workforce technology solutions across SMB through upmarket organizations. Four consecutive years above quota at ADP, including two President's Club wins, with approximately \$1.5M in sales across FY23-FY26. Combines disciplined self-generated prospecting, consultative selling, strategic partner development, cross-sell execution, entrepreneurship, and prior leadership of large-scale, safety-critical operations.

SALES HIGHLIGHTS

- Four consecutive years above ADP sales quota: 144%, 270%, 116%, and 128.7%.
- Two-time ADP President's Club winner; also recognized as an Equity Winner.
- Approximately \$1.5M in cumulative sales across FY23-FY26, including \$470K in FY25 and strong FY26 performance.
- Experience selling Time & Labor Management and adjacent HCM solutions to organizations ranging from 10 to 1,500 employees.
- Built pipeline through cold calling, self-sourced prospecting, strategic internal partnerships, cross-selling, and relationship development.

CORE SALES COMPETENCIES

Enterprise & B2B Sales | New Logo Acquisition | Business Development | Full-Cycle Sales | Prospecting & Cold Calling | Consultative / Solution Selling | Strategic Partnerships | Pipeline Development | Account Planning | Cross-Selling & Expansion | Negotiation | Executive Communication | HCM / Workforce Technology | Time & Labor Management | Sales Operations | Product Monetization

PROFESSIONAL EXPERIENCE

Elite Senior Premier Digital Sales Manager II | ADP | Jul 2025 - Present | Remote | Pittsburgh, PA

- Own B2B sales of Time & Labor Management solutions for organizations ranging from 10 to 1,500 employees, navigating complex client needs and multi-stakeholder sales cycles.
- Pioneered a hybrid TLM/Retirement sales role, broadening solution coverage and creating additional opportunities through strategic partner alignment.
- Achieved 128.7% of sales quota in FY26 and earned President's Club recognition for exceptional performance.
- Contributed to approximately \$1.1M in annual premium business while expanding relationships across workforce management and retirement solutions.

Senior Digital Sales Manager | ADP | Jul 2024 - Jul 2025 | Remote | Pittsburgh, PA

- Spearheaded HRO Time & Labor Management sales across down-market, mid-market, and upmarket client segments.
- Developed strategic partner relationships to generate pipeline, improve solution alignment, and accelerate revenue opportunities.
- Delivered approximately \$470K in sales and finished at 116% of annual sales plan.

Digital Sales Manager | ADP | Jul 2023 - Jul 2024 | Remote | Pittsburgh, PA

- Drove SBS and HRO Time & Labor Management sales while expanding client relationships into HR, retirement, and workers' compensation solutions.
- Generated approximately \$407K in sales and achieved 270% of plan.
- Earned President's Club and Equity Winner recognition for outstanding sales performance.

Assistant Digital Sales Manager | ADP | Aug 2022 - Jul 2023 | Hybrid | Pittsburgh, PA

- Sold Time & Labor Management, payroll, HR, and workers' compensation solutions to small-business clients.
- Generated business through self-initiated prospecting and cold calling, demonstrating the ability to build pipeline independently.

- Produced \$147.7K in revenue and achieved 144% of sales target.

Manager of Train Operations | Norfolk Southern | Jan 2021 - Aug 2022 | Atlanta, GA

- Managed railroad operations across a five-state territory supporting approximately \$2B in annual freight revenue.
- Led cross-functional coordination among executives, dispatchers, crews, maintenance teams, and field managers while making high-impact decisions in a time-sensitive environment.

Assistant Chief Train Dispatcher | Norfolk Southern | Jan 2020 - Jan 2022 | Atlanta, GA

- Led high-volume, multi-state railroad operations and coordinated personnel to maximize service reliability, resolve disruptions, and maintain regulatory compliance.

Train Dispatcher | Norfolk Southern | Jan 2015 - Jan 2020 | Pittsburgh, PA

- Managed safe, efficient freight movement across a high-volume rail network, resolving operational conflicts and making real-time routing decisions under pressure.

Co-Founder & Business Development / Product Lead | SWIFTAPK | Jan 2012 - Jan 2015 | Pittsburgh, PA

- Co-founded a mobile gaming startup and owned business development from developer prospecting and licensing conversations through monetization and product launch.
- Secured advertising solutions, converted and optimized games for Android, integrated monetization, and published titles to the Google Play Store.

Life Insurance Sales Representative | National Agents Alliance - The Alliance | Dec 2010 - Jan 2012 | Pittsburgh, PA

- Built and managed a prospective-client pipeline, conducted needs assessments, and sold life insurance through a consultative, full-cycle sales process.