



Don Kreye

Business Development Manager

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As Business Development Manager, Don brings over 30 years of experience in providing marketing and sales to grow businesses annual revenue growth. He has a passion for connecting organizations to the transformational software products provided by Abdo, such as Abdo Compass and Sage Intacct Financial Software. Don is client-focused, creating and nurturing value-based partnerships with clients to exceed goals and objectives, while clearly understanding organizations challenges and needs.

EDUCATION

- Bachelors of Science in Marketing, Minnesota State University, Mankato
 - *Delta Sigma Phi*
- Masters Business Administration Continuing Education, Minnesota State University, Mankato

AFFILIATIONS

- Minnesota State University, Mankato - Distinguished Alumni Award, Alumni Board of Directors, Touchdown Club Board of Directors (Past President), College of Business Advisory Board (Past Chairperson)
- Osseo Area School District - Foundation Board of Directors (Past President)
- Pease Academy - Foundation Board (Founder, Past President)

QUALIFICATIONS

- 30+ years service-based industry business development experience resulting in consistent annual revenue growth
- 15+ years experience with firm revenue growth through partnerships / channel management, marketing strategy development / execution, new service line / industry development and execution
- Leadership and coordination of internal and external resources, in all cross functional areas of marketing, product, development, legal and executive teams to meet and exceed goals
- Creating and cultivating value-based partnerships that exceed mutually beneficial goals and objectives
- Leveraging internal and external resources to maximize new and existing market opportunities
- Developing and cultivating key external relationships that add value to sales process