

Client

New York, NY ---- (555) 555-5555 ---- name@email.com ---- www.linkedin.com/in/name

Senior Vice President - Sales

Passion for transforming and building profitable software companies (Fortune 500 and VC backed) that surpass revenue targets and shareholder expectations.

Vibrant operations strategist who guides business growth to the next level with consistent record-setting results. Skillfully manage organizational change, spearhead turnarounds, and steer merger integrations with milestone accomplishments:

- ✓ **\$40M to \$250M in 3 years at company A.**
- ✓ **\$320M to \$780M in 4 years at company B.**
- ✓ **\$0 to \$5M within first year of company C's startup.**

Quality focused with deep understanding of market and customer needs, instilling a customer-centric approach vital to the success of global sales organizations. Consistently attract and retain the best producers in the market who exemplify professionalism, loyalty, and trust. Bicultural and bilingual (English and Spanish).

Experience and Results

GLOBAL COMPANY, Location 2010 – Present

\$450M global provider of customer experience management software solutions serving 42 of top 50 global brands

SENIOR VICE PRESIDENT - SALES (2012 – Present)

Challenged to merge 3 divisions, as well as to turn around and transform 2 other underperforming divisions, creating a new division representing 65% of company's technology revenues. Manage all functions driving revenue generated globally (Asia Pacific, Europe, Middle East, and Americas) in software, marketing, sales, services, and education. Led division with 200 people, including 16 direct reports in pre-sales, sales, marketing, professional services, and customer support.

Signature Achievements:

- Grew business from **\$40M to \$125M** in 18 months, achieved profitability in 1 year, and laid groundwork for **30% growth** in 2015.
- Steered 4 acquisition integrations achieving **60% growth** in 18 months, including seamless assimilation of a Dutch management technology company and a German mobile technology company.
- Delivered **8 strategic partnerships**, including all of company's major deals.
- Led team to deliver largest transaction (**\$4.5M**) in company history.

VICE PRESIDENT – SALES, NORTH AMERICA (2010 – 2012)

Recruited to bring strategy, organizational structure, and sophisticated customer care to jumpstart flat revenues and expand market share. Transformed division's opportunistic sales model into a sustainable business in North America. Managed P&L for North America sales organization with a team of 60 sales, pre-sales, field marketing, professional services, and customer support staff. Built and developed team focused on surpassing business goals. Broadened customer base with Fortune 100 companies (Unilever, Walmart, and HP).

Signature Achievements:

- **Doubled revenues** division-wide in 18 months and increased profitability from **59% to 75%** by developing leadership team, communicating expectations, and leveraging company's resources.
- Grew profits to **31%** of professional services business by restructuring team and introducing best practices.
- Spurred team to set a new company record, closing company's first **multimillion-dollar** deal in 2010.

GLOBAL COMPANY, Location

2006 – 2009

VC-backed security software company; developed network content capture, replay, and analysis solutions

CHIEF OPERATING OFFICER

Piloted startup and growth of company's North America operations. Directed P&L, product modification for US market, GTM strategy, brand management, OEM, and niche partnership development. Secured second round funding. Positioned company for sale in 2009.

Signature Achievements:

- Established and grew US business from **zero to \$5M** in 1 year.
- Led sales team to win **\$55M** in 10 US government and private sector contracts.

GLOBAL COMPANY, Location

1990 – 2004

One of the world's largest private software corporations

Overview: Promoted through increasingly responsible executive roles building unrivaled sales organizations in France and then expanding the business to Europe, US, and Asia.

SENIOR VICE PRESIDENT – MID-ATLANTIC REGION (2001 – 2004)

Reenergized and expanded company's largest sales organization following transition back to a regional, cross-product model. Took business ownership, managed P&L, and generated new customer acquisition programs. Assembled the right team and led 430 sales executives through 7 VP direct reports.

Signature Achievements:

- Delivered **30%** sales increase over 2 years: **108% of quota (\$214M)** in products and services in FY 2003 and **120% of quota (\$245M)** in FY 2004.
- Generated **double-digit** increases in new product revenues by capturing competitor replacement business and initiating strategic partnerships with 3 technology industry leaders.
- Maintained **highest customer satisfaction rate** by ensuring world-class service.
- Developed and closed company's largest **(\$15M)** and most strategic new product transaction ever.
- Led smooth integration of a **multibillion-dollar acquisition while retaining entire customer base.**

SENIOR VICE PRESIDENT – ENTERPRISE MANAGEMENT SOLUTIONS (2000 – 2001)

Led division's development and execution of a new sales and customer interaction business model; focused region on solution selling and customer satisfaction. Managed largest new product revenue division following restructuring. Directed team of 5 regional sales VPs with 210 indirect reports.

Signature Achievements:

- Delivered **25% product-line growth to \$250M in 1 year**—largest division in new product revenues.
- Led team to **produce 60%** of revenue target in North America for all Enterprise Management Solutions.
- Division **won recognition for highest new product revenue** generation in 2001.

SENIOR VICE PRESIDENT – NEW YORK REGION (1999 – 2000)

Turned around region troubled by poor customer satisfaction and sluggish new product sales. Grew region product and service sales by **45% (\$66M)** YOY from single digit to record-setting **31%** of company sales. Achieved top percent revenue growth out of 20 regions company-wide. Led multibillion-dollar acquisition.

Promoted from: Global Director, Corporate Sales (1997 – 1999); Sales Manager (1993 – 1997)

Education

Bachelor of Science in Management, with honors – NEW YORK UNIVERSITY, NY, NY