

SUCCESSFUL JOB SEEKER

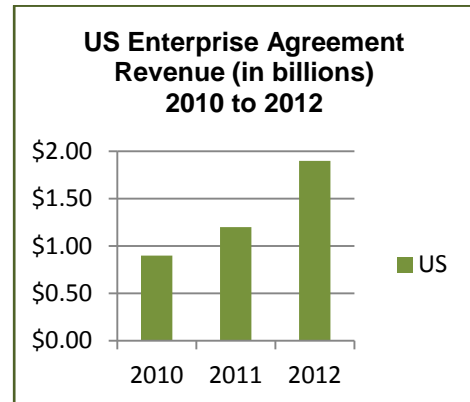
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SENIOR SALES EXECUTIVE

Nearly 2 decades' executive sales management experience in high-tech sector at renowned multinational corporations such as Major Computer Corporation. Track record of driving record revenue increases and fueling double-digit market share gains. Known for developing creative marketing, sales, licensing, and pricing strategies to promote diverse software and telecom products worldwide. Build lasting relationships with global clients and original equipment manufacturers (OEMs) that result in repeat business.

RECENT HIGHLIGHT:

From 2010 to date, consistently increased global revenue for Major Computer Corporation. Specifically, from 2010 to 2012, grew US annual revenue alone to \$1.9B by analyzing market and focusing efforts on sale of Enterprise Agreements (EAs).



CORE COMPETENCIES:

- Sales & Marketing Strategies
- Solution Sales
- Channel Development
- Business Development
- Executive Account Management
- Global Client Relations
- Revenue Generation
- Technology Sales

EXPERIENCE

MAJOR COMPUTER CORPORATION ▪ Anywhere, USA
US-based, multinational computer technology corporation.

2002 – Present

Executive Director, Business Desk Product (2007 – Present)

Drive licensing, pricing, and negotiations for Dynamics product line subsidiary with \$470M in annual revenues and 320 employees. Coordinate and execute high-level, global sales and marketing strategies. Develop and roll out empowerment guidelines used to determine authority levels for sales staff as well as create structure for contract negotiation.

- Authored, developed, and secured more than 600 annual agreements, equaling 1,100% increase, through implementation of annuity contract program.
- Realized 150% year-over-year increase in unique deals after managing 6,100 in one fiscal year by automating approval process for field sales staff, expediting sales cycle, improving customer satisfaction, reducing bottlenecks, and streamlining procedures.
- Drove software maintenance renewal rates from 89% to 97% revenue recapture rate by creating and enforcing new relationship management policies; captured \$48M over 4 years by devising value proposition to demonstrate value of maintenance programs and launch new maintenance amnesty for individuals whose packages had lapsed.

Senior Group Manager, Worldwide Channel Strategy (2002 – 2007)

Scoped and directed Next-Generation Customer Experience (NGCE) projects to develop licensing strategy for enterprise and SMB customers; interviewed 200+ customers and partners, resulting in 2 new licensing programs, annuity program, and premium EA. Drafted, negotiated, and executed multimillion-dollar contracts with managed partners.

Senior Group Manager, Worldwide Channel Strategy (2002 – 2007) (continued)

- Championed transformation of \$1.2B indirect sales channel into direct channel in tandem with national industry leaders.
- Recognized as company's worldwide expert on commercial reseller strategy.

TELECOM COMPANY A ▪ Various Global Locations

1999 – 2002

\$1.3B international voice carrier and wholesale provider of voice, mobile data, and prepaid calling products and services.

Executive Director, Sales

Oversaw business development, sales, and operations activities while based in Saudi Arabia (1999 – 2000) and Australia (2001 – 2002). Cultivated wholesale business partnerships with key carriers and authored VoIP solutions proposals for multiple Middle Eastern carriers. Implemented direct routes into Australia, New Zealand, and 20 Middle East nations. Created strategic account plans for Tier 1 carriers and leading service providers; developed business cases to track new opportunities in emerging markets.

- Delivered year-over-year margin increases, from \$600K to \$4M within 3 years.
- Grew Australian traffic 1,700%, from 20,000 to 300,000 minutes/day along with boosting interconnects 1,000% within 1 year, elevating regional revenues from \$2M to \$9M.
- Secured major deal with Pakistan as telecom tender, becoming 1 of 3 most margin-earning and deals for Telecom Company A. Acquired most profitable venture in 2001 through securing agreement with operator in Lebanon; project managed technical deployment overseas.
- Won "Telecom Company A Sales Triathlon," placing 1st in all global sales regions for exceeding margins, expanding network footprint, and increasing sales revenues.

SOFTWARE COMPANY A ▪ Anywhere, USA

1993 – 1999

Industry-leading developer of software and media technologies for over 400 OEM clients worldwide, largely operating in digital imaging and multimedia arenas.

Vice President, Sales & Marketing

Developed business model, marketing plan, and product line as early participant in company growth process. Built initial sales team, fostered growth of team members, and strengthened competitive edge by retaining strongest candidates to improve long-term revenue targets for company. Evaluated market and strategized new methods to capture greater market share across multiple channels. Partnered with major players in digital imaging and photo printing products market including HP, Polaroid, IBM, Kodak, Epson, and Fuji.

- Grew company from startup to 300-person operation and market leader, providing forward-looking sales leadership with focus on continuous market expansion.
- Realized 50%+ and 40%+ market share in global scanner and color inkjet OEM business, respectively.

** Previously functioned as Sales Manager at Software Company B (Prior to 1993). **

EDUCATION AND TRAINING

Master of Business Administration, Business Development

University of the USA

Bachelor of Science, Sales & Marketing

University of America

The Closer Salesperson Training and Certification
Target Account Sales, Advanced Strategies