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| ***Bespoke Search Group***  ***CRO/VP of Sales*** |

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|  | ***Professional Summary***  An outcome-driven sales executive with over 20 years of experience, adept at building, revitalizing, and expanding sales teams. Possesses robust communication, motivational, and leadership skills. Demonstrates a track record of consistent overachievement and specializes in developing sales organizations by implementing metrics-driven, repeatable sales processes.  ***Work History***  Confidential, Series E - Vice President of the Americas  *06/2021 - Current*   * Assigned the responsibility of expanding operations in the Americas, overseeing Account Executives, Account Managers, Sales Engineers, Alliances, renewals, and Federal initiatives. * Increase Enterprise ACV by 240%. * Increased Commercial ACV by 52%. * Revitalized and restructured the Account Management, Strategic, and Federal teams. * Closed the first six-million-dollar deals in the company's history. * Created and executed a sales process that set the company apart, resulting in a 94%-win ratio against competitors. * Implemented an all-encompassing global plan for sales enablement, addressing new hires' onboarding and leadership development. * Company growth from 45 million to 93 million.   Confidential, Series A - Chief Revenue Officer  *01/2020 - 03/2021*   * Recruited in a pre-revenue phase to formulate and implement the Go-To-Market strategy, encompassing alliances, direct sales, sales engineering, and customer success. * Achieved zero to 4.2 million in revenue within the initial 12 months. * Generated 19 million in pipeline within the first year. * Doubled revenue consecutively in each of the first four quarters. * Established a 98%-win ratio against competitors in the market.   Confidential, Series F - North American Vice President Sales and Channels  *10/2015 - 10/2019*   * Tasked with reconstructing the North American direct and channel organization, overseeing 50 first and second-line managers and sales professionals. * Developed and executed an industry-differentiating sales process, resulting in a 90%-win ratio against competitors. * Instilled accountability in the field by guiding leaders to focus on three key pillars: strategic hiring, metrics-driven pipeline generation, and forecasting accuracy. * Executed a comprehensive global sales enablement plan, covering the onboarding of new hires and leadership development. * Successfully recruited 98% of the sales organization while maintaining sales goals during the rebuilding phase. * Achieved a 55% increase in ACV. * Expanded the channel program's contribution to overall sales from 40% to 60%. * Implemented a structured forecasting methodology using MEDDICC and Force Management.   Confidential, PE-backed - Area Vice President  *09/2014 - 09/2015*   * Drove substantial growth, resulting in a 300% increase in revenue. * Expanded the team from 3 to 9 representatives, successfully establishing a presence within the marketing divisions of Fortune 500 accounts, including AT&T, HP, Dell, and Kimberly-Clark. * Achieved a 70% increase in the average deal size and secured the largest transaction in the company's history.   Confidential, Publicly Traded - Regional Vice President  *01/2013 - 08/2014*   * Accountable for formulating strategy, providing leadership, and overseeing sales execution within a 7-state, 22-million-dollar division of Verint. * Managed all facets of the sales approach, including software, services, maintenance, and channel streams, leading a team of 12 executives and 8 field sales personnel. * Undertook the challenge of revitalizing a territory, expanding the sales team from 2 executives to 12 within a 12-month period. * Revamped the sales methodology, transitioning from a tactical IT focus to a strategic solution-oriented approach.   Confidential - Senior Enterprise Account Manager  *01/2008 - 01/2013*   * Assumed responsibility for a consistently underperforming territory and transformed it into the highest-producing region in the company within a span of 15 months. * Elevated the status of five high-profile accounts from potential displacements to lucrative multimillion-dollar partnerships. * President's Club 2009, 2010, 2012 * 2012 119% of quota * 2010 107% of quota * 2009 Salesperson of the year 370% of quota and over 10 million in net new business.   Confidential, Publicly Traded - Regional Sales Manager  *01/2006 - 01/2008*   * Hired to develop and run an 8-state region for a SaaS Sales Performance Management solution. * Created partnerships with consulting companies while selling an enterprise suite of products, which included Sales Compensation Analytics, and Modeling tools. * 2007 101% of quota.   Confidential - District Sales Manager  *10/2005 - 12/2006*   * Responsible for the development of the manufacturing vertical for a 12-state region. * Developed and executed a marketing plan to revitalize new business within a neglected territory.   Confidential - National Account Manager  *01/2000 - 08/2005*   * Responsible for the development of the company's largest accounts such as Nike, Pitney Bowes, Enterprise Rent A Car and T-Mobile. * 2004-100% of quota * 2003-101% of quota * 2002-113% of quota * 2001-127% of quota * 2000-102% of quota |  |  | |  |  | | --- | --- | |  | X@gmail.com | |  | XXX | |  | Indianapolis, IN 46032 XXX | |  | XXX |   ***Skills***   * Building sales teams * Refining sales processes * Forecasting accuracy * Effective verbal communication * Public speaking * Guiding and mentoring leaders * Implementing sales enablement strategies * Strategic hiring * Building sales teams * Refining sales processes * Forecasting accuracy * Effective verbal communication * Public speaking * Guiding and mentoring leaders * Implementing sales enablement strategies * Strategic hiring     ***Education***  University of Maryland at College Park  B.S: Marketing and Logistics  MEDDPIC  Force Management  Challenger Sale  Strength Finders 2.0  Predictive Index  Corporate Coach University |  |

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