

Xxxxx Xxxxxx

xxx.xxx.xxxx • xxxx@xxxx.com

SUMMARY

VICE PRESIDENT OF SALES

Developed and led #1 sales region among 30 nationwide for a Fortune 500 company

Articulate sales leader skilled in influencing people and outcomes. Build and retain high-performance sales teams and leaders, structure new services, and foster a culture of engagement. Proposed and led a paradigm shift in customer acquisition practices, more than doubling the standard closing rate. Ability to translate complex data into actionable business information. Proficient in SASS, Cloud-based, Web-based and Mobile applications, and OTE.

- Winner of six President's Awards and the Board of Directors Award for sales leadership.
- Created the sales model template for all US regions.

PROFESSIONAL EXPERIENCE

Xxxxx Xxxxx | 2014 to Present.

SALES EXECUTIVE, BUSINESS DEVELOPMENT TEAM, HR/BUSINESS PROCESS OUTSOURCING, (2017 to Present)—

Selected to establish, operationalize, and direct a start-up Human Capital Management Division and business service. Oversee providing businesses with HR infrastructure, administration, processes, compliance, staffing, legal services and benefits comparable to that of Fortune 500 companies. Recruit, train, mentor, and direct the nationwide inside sales team targeting company CEOs.

- The inside sales team is now the largest revenue-generating business unit companywide.
- Team achieves an average closing rate of 89%.
- Achieve average quarterly revenue growth of 25% and exceed all key performance metrics.
- Developed and leverage partnerships with internal divisions, increasing referrals by 25.7%.
- Created a comprehensive sales training program that has been replicated throughout the division.
- Developed outbound strategy and multi-touch campaign projected to double market share.
- Grew the BD team from three to twenty sales associates.

VICE PRESIDENT OF SALES, PHILADELPHIA REGION (2014 to 2016)—Established the new Philadelphia sales region, creating and directing all regional sales operations. Built internal and external relationships, exceeded sales targets, and developed current and future leaders. Established a high-performance sales culture. Analyzed and optimized business communications, processes, and efficiencies. Exceeded key targets through effective organization, motivation, and development of sales associates and leaders.

- Led sales team to #1 ranking among 30 regions nationwide within two years.
- Grew the region from 12 to 30 sales associates and three sales teams; all exceeded annual sales plans and 6 earned President's Club and Board of Directors Awards.
- Increased regional sales revenue 75% and increased channel growth 50% within 12 months.
- Developed and managed the highest-ranked sales executive among 200 companywide.
- Retained 95% of sales talent compared to company average retention of 40%.
- Received Board of Directors Award for Top Sales Region nationwide.
- Developed an alternative channel partnering and relationship-building process that served as a template for all regions companywide.

XXXXX XXXXX | 2010 to 2014.

LEADERSHIP DEVELOPMENT EXECUTIVE (2013 to 2014)—Collaborated with divisional executives nationwide to identify, train, coach, and placed future leaders. Designed the Leadership Development Program and provided the vision and coaching to facilitate high performance and build a pipeline of talent companywide. Developed and delivered leadership training programs and conferences.

- Certified and trained 25 future leaders, who achieved an average of 109% of goal annually.

CHANNEL SALES EXECUTIVE, PHILADELPHIA (2012 to 2013)—Developed, motivated, led, retained, and promoted two sales teams. Established partnerships with centers of influence accounting firms and CPAs.

- Instituted a paradigm shift from cold calling to generating referrals by partnering with internal departments, which improved closing rate from 20% to 80%.
- Team was ranked as the #1 sales team nationwide and achieved 107% of plan on average.
- Created the sales model template for 30 US sales regions.
- President’s Club, all years.

SALES EXECUTIVE, PHILADELPHIA (2010 to 2011)—Directed and motivated the Philadelphia sales team.

- Retained sales staff in a high-turnover industry.
- Received Sales Team of the Year Award and President’s Club Award.
- Designated to co-design the POV pitches for Small Business Services

EDUCATION

Bachelor of Science in Applied Social Science | University of Pennsylvania.

Professional Development: Situational Leadership • Executive Coaching

AFFILIATIONS

Women in Leadership Advisory Board | Xxxx

Leadership Advisory Board | HR/ BPO Division

Retention Committee | Xxx

Diversity Council | Xxxx

Volunteer | Cathedral Kitchen, Special Olympics, Cradles to Crayons