

Professional Experience

VP of Sales

ABC Software Inc, New York, NY | April 2018 to Present

- Appointed to devise core sales strategies fueling revenue and profit growth of a newly launched enterprise
- Work closely with Founder and CEO to locate and pursue potential clients and markets for a new SaaS product
- Established a collaborative work culture and merit-based bonus structure for the newly formed sales division, inspiring reps to achieve individual excellence while sharing ideas and best practices
- Worked with Operations to consolidate and streamline internal sales processes, translating to a \$200K bottom-line improvement

Sales Director

XYZ Tech Services LLC, Minneapolis, MN | April 2012 to April 2018

- Assembled and oversaw a sales team charged with tapping a potentially lucrative new software market
- Partnered with Business Development to form a viable plan for penetrating the market and growing share with key industry players
- Trained and motivated team to exceed quota by 18% on average for five consecutive years
- Co-developed formal training program to help sales associates maintain up-to-date knowledge of industry and client trends

Education

University of Syracuse, Syracuse, NY

- Master of Business Administration (MBA)
- Bachelor of Science (BS) — Economics

Raymond Mander

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Vice President of Sales with 10+ years of advancement and excellence. Thrive in dynamic startup and small business environments. Natural leader who sets viable sales strategies and motivates teams to achieve ambitious revenue targets. Passionate about bringing innovative new technology products to market. Earned a Master's Degree in Business Administration.

Key Skills

- Change Leadership
- Coaching & Mentoring
- Cross-Functional Collaboration
- Market Share Growth
- Mergers & Acquisitions
- New System Implementation
- Operational Streamlining
- Project & Program Management
- Revenue & Profit Growth
- Strategic Planning
- Talent Development & Retention
- Team Leadership & Motivation