

PIS Executive Profile

Position: VP / Director of Sales

Location: New York Metro Area

Relocate: Yes No Possibly



CID#:222308

EXECUTIVE CANDIDATE PROFILE

Experienced Enterprise Sales Leader with a demonstrated history of working in the financial services industry. Strong history of transforming and building high-performing sales teams focused on multiple industries.

Has a long-demonstrated track record of exceeding goals for the team and ensuring sales quotas are aligned with top-line company growth and standards. Brings an exemplary history of managing people and clients which relates back to keeping top performers on the team and a 97% client retention rate.

Skilled in Negotiation, Sales, Market Research, Management, and Global Sales.

Recognition / Achievements

- *Currently on pace to over-achieve quota by 35%*
- *Helped establish hiring practices and designed multiple quota plans for organizations*
- *Previously ran sales organizations with 65 direct sellers and managed a team of 5 managers*
- *Rendered hands-on support to an organization's largest clients based in North America with more than \$100M in annual subscription value (ASV)*
- *Brought significant increase in territory sales from \$8M to \$15M in six years by meeting and exceeding quota annually*
- *Made it possible for the Regional Territory Team to rank in the top 3 Sales Team yearly across the globe*
- *Generated 15% year-over-year (YOY) growth for fiscal years (FY) 2012 to 2016*
- *Established reputation for accumulating an average of 7% YOY increase in book*
- *Earned distinction for overachieving FY goals by 5% in 2008 and selling \$1.7M of content with a FY goal of \$1.2M in 2009*

Education / Designations

- *Economics*