

PIS Executive Profile

Position: Vice President – Sales & Business Development

Location: Vancouver, BC

Relocate: Yes No Possibly
available for remote work and travel



CID#: 222381

EXECUTIVE CANDIDATE PROFILE

Passionate and dedicated sales leader with more than 20 years of achievement building and mentoring strategic direct and indirect revenue teams. An intuitive leader with acute business acumen and expertise in enterprise sales leadership, channel development and market penetration; excels at aligning core business, revenue, and people to drive growth.

Consistent history of success and leadership in enterprise sales, customer recruitment, direct sales and indirect revenue creation strategies, key account development, and expanding market reach.

Areas of Expertise:

- Enterprise Sales Leadership
- Strategic Planning and Implementation
- Channel Management
- Business Intelligence & Data Analytics
- Corporate Development
- Leading Cross-Functional Teams
- CSAT Metrics
- Revenue Forecast Models

Recognition / Achievements

- Achieved 4-time “Top Talent / HIPO” award as top 1% sales leader in a global software company.
- Developed and implemented a growth strategy that created a more than 300% increase in divisional revenue in data integration sales.
- 6-time President Club award for leading teams that overachieved divisional quota and growth targets in a complex large enterprise sales environment.
- Led teams in a Start-Up company that successfully achieved sales, customer retention and growth metrics leading to Series B funding round & acquisition.
- Developed and executed strategic relationships with Global Systems Integrators to penetrate Fortune 500 market.
- Implemented rigorous performance management and sales best practices programs that increased revenue team accountability and execution metrics in a large enterprise software company and start-up environments.
- Created and implemented a successful new business penetration strategy to drive geographic expansion into EMEA.

Education / Designations

- Masters of Business Administration
- Post Graduate Degree Digital Marketing
- Bachelor of Arts