

PIS Executive Profile

Position: Sales Director/VP of Sales

Location: Toronto, ON

Relocate: Yes No Available for Remote Work/Travel



CID#:222386

EXECUTIVE CANDIDATE PROFILE

Experienced, results-oriented leader with a strong track record of transforming team culture, improving sales acumen and executing the corporate sales strategy. This has resulted in consistently overachieving both as a sales professional and sales leader in Canada's Mid-Market and Enterprise segments.

Areas of Expertise

- Enterprise, Mid and Small Market Sales Leadership
- Strategic Design and Implementation
- Employee Engagement
- Growth Forecasting Models
- Leading Cross-Functional Teams
- People Development

■ Recognition / Achievements

- 7-time President/Pinnacle club winner for leading geographically diverse teams across multiple product portfolios in revenue growth and retention
- Successfully designed and built a sales team for a start-up SaaS company with 132% growth in the FY
- Developed an international presence to offset costs and drive a successful growth and retention strategy
- 18 plus years of over 100% quota achievement across multiple teams
- Highest results in employee engagement across the largest sales team with a 95% score
- Earned distinction for creating, building, and overachieving on multiple new business teams
- Built Partner channel team to improve delivery and service
- Redesigned Channel strategy and hiring practices to develop stronger key business units
- Successfully managed both the largest Small Market and Mid Market Sales team with 70 direct sales, 20 international sales and 10 leaders

■ Education / Designations

- Bachelor of Business Administration
- Managers Business School