

Position: President

Location: San Francisco, CA

Relocate: Yes No Possibly



CID#:221946

EXECUTIVE CANDIDATE PROFILE

Senior sales and finance executive with a proven record of leadership and results across multiple businesses, geographies, and functions. Possesses a quantifiable track record of meeting growth, revenue, and profitability targets. Extensive experience in the development, execution, and achievement of business plans.

Broad knowledge of the technology industry with an in-depth understanding of the public and commercial sector markets. A strong background in revenue operations, owning all aspects of sales, marketing, growth, customer success, and a strong understanding of the sales process and sales funnel.

This experienced leader has a passion for building teams, growing people and culture, recruiting, developing, and motivating sales and management talent.

Specialties

- General Management
- Sales
- Strategy
- Finance
- Marketing
- Business Development
- State & Local Government
- Education
- Enterprise
- Small Business
- High Tech
- Energy
- Legal

Recognition / Achievements

- *Building and growing a major tech organization's video collaboration business from \$100M with 32 employees to close to a Billion with an organization of 165 employees.*
- *Restructured tech company from declining annual revenue and negative operating income to positive growth and operating income*
- *Established a State and Local Government sales vertical for a tech company which resulted in doubled revenue and market share while increasing profitability by 350bpts through direct and partner sales and marketing strategies to reach US government customers.*
- *Built a successful Channel Partner Program for several organizations that drove the financial achievements of these tech companies.*

Education / Designations

- *M.B.A International Business Management*
- *B.S. Economics – Summa Cum Laude Graduate*