

PIS Executive Profile

Position: Director of Sales

Location: Newmarket, ON

Relocate: Yes No Possibly



CID#: 222773

EXECUTIVE CANDIDATE PROFILE

A tenacious, passionate Sales Leader with a diverse track record leading strategic growth: focused on driving profitability, customer satisfaction, new revenue streams, and increased operational efficiency. Has built and extended a strong market presence for products and services in complex and changing business settings. Known for top-level sales mentorship, coaching, results, winning team performance and innovative solutions to address customer needs.

A natural Leader who inspires motivation and results from Team Members and earns trust and collaboration from Stakeholders at every level.

Areas of Expertise

<i>Communication</i>	<i>Listening</i>	<i>Team Building</i>
<i>Strategic Planning</i>	<i>Business Storytelling</i>	<i>Territory Analysis</i>
<i>Contract Negotiations</i>	<i>Coaching/Leadership</i>	<i>Sales Training</i>
<i>Business Development</i>	<i>Decision Making</i>	<i>Public Speaking/Presentations</i>
<i>Sales Operations</i>	<i>Budgeting – P&L Responsibility</i>	<i>Community Involvement</i>

Very knowledgeable in Software, Telecom, Retail, Business Service, Technology, Printing, and Consumer Goods sectors – with competencies readily transferable to other customer-centric, high-service-demand environments.

■ Recognition / Achievements

- *Led and onboarded Customers and Sales Team through the major acquisition of their Largest Competitor, tripling the organization's size.*
- *Helped Team close two most significant deals in Company history, totaling over \$4M in bookings on a \$6M yearly target.*
- *Led and built a new business within a large Telco (Enterprise to SMB) – revenue responsibility of \$25,000,000.*
- *Spearheaded successful Sales and Marketing strategy of new Product launch during harsh economic conditions of COVID-19, resulting in over \$1m in the funnel in less than 90 days.*

■ Education / Designations

- *Business/Sports Administration Diploma (Honours)*
- *Professional Development – Advanced Relationship Sales, Personal Selling Effectiveness, Effective Presentations, Certified in Online Software Demo (Jasper and NetSuite), TAS – Target Account Selling, Leadership and Development, Executive Storytelling, Successful Sales Negotiations, Coaching to Win, LNOW – Telus Leadership, Acclivus R3, Professional Selling*