

Position: Sr. Vice President, Business Development & Sales

Location: Irvine, CA

Relocate: Yes No Possibly



CID#: 223014

## EXECUTIVE CANDIDATE PROFILE

*A senior-level business development executive with demonstrable experience in designing and enabling "Go-To-Market" plans and strategies, emphasizing, eMobility, Renewables, SaaS/PaaS, Infrastructure, GovTech, and Solutions-oriented businesses.*

*Practical experience in "greenfield" market development, resource planning, team creation, KPI development, sales execution, and partner enablement. Engaging skills developed by leading (5) early-stage/emerging SaaS/PaaS, and IT service market introductions.*

*Skilled in the dynamics and strategies required to generate predictable sales outcomes by developing and leading competitive teams.*

<u>Capabilities Delivering Results</u>		
B2B Sales	Start-Up/Emerging/ Fast Growth	GTM Strategy & Planning
Strategic Partnerships/Alliances	New Product Introduction	Consultative Selling
Collaboration/Team Sales	Tactical Sales Planning	Account Team Development
Sales Metrics/KPI		

### ■ Recognition / Achievements

- *Grew a network consulting team including one Account Executive and six consulting engineers (~\$2M Rev) to a \$110M P&L including twenty-two Account Executives and one hundred and eighty network engineers, consultants, and support staff covering seven western states.*
- *Built direct sales teams and led successful new service introduction campaigns within privately funded start-ups and emerging and enterprise-level technology businesses.*
- *Developed and enabled the GTM strategy and sales operations plan including KPI development, forecasting, and management reporting structures in (4) emerging B2B technology services companies.*
- *Led enterprise market analysis, strategic assessment, direct client approach, and pipeline development to significantly impact revenue in a high growth, industry-leading Mobility company.*

### ■ Education / Designations

- *Master of Business Administration, Business Management*
- *Bachelor of Science, Business Management*