

Position: Sales Leadership Executive

Location: Calgary, AB

Relocate: Yes No Possibly



CID#: 223384

EXECUTIVE CANDIDATE PROFILE

Integrity-focused business leader that excels in strategy execution, and building accountable, high-performing teams. Adept at leading and embracing change through communication, collaboration, and coaching. Authentic listener who leverages the voice of the customer to deliver relevant, innovative solutions. Consultative approach builds trust with internal and external clients. Works effectively in an environment of ambiguity and chaos.

Expertise includes:

Leadership
Change Enabler
Negotiating
Trainer
Growth Mindset

Hiring, Mentoring, Motivating
CRM Expertise
Profit & Loss owner (P&L)
Sales Skills and Process implementation
Operational Management

Performance Management
Converting Strategy to Results
Coaching
Humble, Approachable Leader

■ Recognition / Achievements

- *Multiple Presidents club winner for Sales and Sales leadership Multiple Platinum Club Awards for #1 in Country Sales team achievements.*
- *Awarded Region of the year for growing NPS score from 54 - 79. 79 being a world class NPS score for any industry.*
- *Reduced employee attrition from 40% to 15% as Regional VP of Alberta*
- *Coached and developed team members to exceed what they believed they could achieve. Building teams that had purpose, passion, integrity and cared for their team members. A winning culture that supported team members when they needed help and celebrated their victories.*
- *Consistently grew business revenues and while meeting and exceeding EBITA targets.*
- *Lifelong relationships with customers that were built over many years of engagement.*

■ Education / Designations

- *Business Administration and Management Diploma*
- *Being a Leader and Effective Exercise of Leadership*
- *Extensive Leadership, Sales, Business, and Technology Courses*