

PIS Executive Profile

Position: Senior Vice President

Location: Meadow Vista, CA

Relocate: Yes No Possibly



CID#: 4613636278

EXECUTIVE CANDIDATE PROFILE

Visionary sales executive, engaging global customers and driving business initiatives to ensure high-tech, financial, and information technology organizations achieve short- and long-term objectives. Initiator, driving marketing strategy, operations, sales and product alignment, channel partnerships, and ROI. Collaborative leader and coach, tracking critical metrics to ensure best practices and gauge team performance. Changemaker, implementing customer-focused brand development, product management, and marketing concepts to expand channels and maximize revenue.

CORPORATE VISION – Pioneered global sales, customer engagement, and product management strategies for innovative SaaS start-up, increasing from \$500K to \$10M.

RELATIONSHIP DEVELOPMENT – Cultivated relationships with CEOs, CFOs, and executives of industry-leading multinational corporations, expanding channels with enterprise solutions sales.

TEAM LEADERSHIP – Built high-performing global teams from the ground up, creating a cohesive, agile organization ready to meet client demands in a competitive market.

KEY LEADERSHIP COMPETENCIES

New Logos

Sales Planning & Strategy

Consultative Sales

Client-Centric Solutions

SaaS Sales & CS Metrics

GTM Strategy & Operations

Project & Program Leadership

Enterprise Solutions Selling

Business & Technology Alignment

Hiring & Sales Coaching

Channel Partnerships

Customer Retention & ARR Growth

■ Recognition / Achievements

- Scaled Tesorio's sales organization 300%, increased customer retention, and drove up ACV
- Developed strategy and execution on customer success department goals: churn reduction, user adoption, support resolution, customer satisfaction and team growth/development, achieving Net Promoter Score (NPS) of 58 and logo retention score of 97%.
- Secured a 98% customer satisfaction score based on B2B solutions sales and product performance.
- Built and coached a high-impact, 20-person customer team of market sales and business development representatives, customer success managers, sales & business operations directors, and customer technical support specialists.
- Secured key clients Adidas, Apple, Amazon, Charles Schwab, Denso, Epic Games, Hitachi, Liberty Global, Supercell with unique product offerings delivering insights and innovation to build corporate strategies.
- Catapulted international business from zero contribution to 50% of corporate revenue.

■ Education / Designations

- Bachelor of Science – Business Administration
- Technology Tools – (Microsoft Office, Salesforce, ZoomInfo, GONG, Outreach, JIRA, Intercom, Atrium)
- Business Models – SaaS, Managed Service, OEM, Professional, Services