

PIS Executive Profile

Position: Sales Management – Seasoned Leader

Location: North Andover, MA

Relocate: Yes No Possibly



CID#: 223748

EXECUTIVE CANDIDATE PROFILE

Seasoned sales leader with 25+ years of success including building and scaling sales teams from the ground up and generating over \$200M+ in ARR in B2C, B2B and Non-Profit organizations. Accomplished executive and manager who drives organizational strategy and culture.

Sales Revenue - Proven track record generating net new customers and revenue with over \$200M+ ARR.

Sales Leadership - Adept at leading, motivating, coaching, and mentoring Sales Managers and Account Executives.

Sales Planning and Forecasting - Experience managing P+Ls, forecasting accurately and planning and managing territories, growing pipeline, and forecasting accurately in large, mid-market and SMB sales environments.

Communication Skills - Strong communicator, presenter and collaborator who quickly builds trust and credibility.

Competencies

Sales Management
Start-ups
Presentation Skills
Public Speaking
Basho Strategies
HubSpot/Salesforce
SaaS

Sales Strategy
Coaching/Mentoring/Training
Contract Negotiation
Spanish
Impax
Crossbeam/Reveal

Enterprise Sales
P&L
Conference/Tradeshows
Solution Selling
MEDDICC
Ed Tech

■ Recognition / Achievements

- Built several teams from the ground up as a sales and partner leader, which generated over \$200M US.
- Co-founded startup, bringing an innovative IOT solution to market.
- Built and scaled partnerships in North America, APAC, and EMEA.
- Opened, scaled, and managed offices for several early-stage start-ups.

■ Education / Designations

- MBA, Entrepreneurship and Marketing
- BA with Honours, Business Studies and Spanish