

# PIS Executive Profile

Position: Vice President of Sales

Location: Chicago, IL

Relocate:  Yes  No  Possibly



CID#: 224590

## EXECUTIVE CANDIDATE PROFILE

*A seasoned sales leader at the helm of high-growth SaaS endeavors, adept in cultivating dynamic sales teams and championing top-line revenue expansion. With a successful track record in fast-paced technology startups and the SaaS sector, excels in crafting and executing go-to-market strategies that drive transformative growth.*

*Expertise spans strategic development, sales planning, and go-to-market strategy creation, underpinned by a notable ability to establish sales teams from inception. Possesses a demonstrable talent for converting vision into reality, as evidenced by propelling revenue from zero to an impressive \$200 million within a rapid two-year span.*

*Leadership prowess encompasses sales operations management, marketing, and collaboration across functional lines, bolstered by a keen ability to present and engage with C-suite stakeholders. A proactive advocate for fostering new sales cultures, and a collaborative approach that extends to team leadership, coaching, and training. This, coupled with a strong aptitude for strategic planning and execution, drives my commitment to generating substantial revenue and steering organizational success.*

### ■ Recognition / Achievements

- *Grew revenue from zero to \$200M in less than 2 years; scaled the sales organization to 500+ employees.*
- *Led a cross-functional team that analyzed data to understand trends, create models, and build detailed financial plans, resulting in various new value-based processes.*
- *Managed a sales team of 1,000 sales reps, 100 managers, and 16 directors.*
- *Established a positive sales culture and led the organization to consistently meet aggressive sales goals for 20 consecutive quarters, exceeding goals by an average of 125%.*
- *Consistently 125% to quota over 20+ consecutive quarters*

### ■ Education / Designations

- *Bachelor of Science (BS) in Business Administration*