

Position: Senior Sales Executive/Representative

Location: Chicago, IL

Relocate:  Yes  No  Possibly



CID#: 224703

## EXECUTIVE CANDIDATE PROFILE

*Dynamic sales professional possessing a remarkable track record in the realm of sales, particularly within emerging markets. With an impressive background in marketing cutting-edge technological solutions to prominent Fortune 2500 corporations, this individual has achieved consistent triumphs in engaging C-level executives. These achievements are well-suited for diverse environments where prowess in solution-based or project-oriented sales is essential, emphasizing a profound ability to seal deals effectively.*

*A defining accomplishment of this sales executive lies in transforming uncharted territories into lucrative revenue streams. This accomplishment can be attributed to an exceptional aptitude for nurturing relationships, adept problem-solving skills, and an unwavering composure that thrives under pressure. Beyond these attributes, an encounter with this professional reveals an intelligent, motivated individual imbued with a delightful sense of humor and an unwavering commitment to honesty and integrity, garnering positive responses from prospects, clients, and peers alike.*

*Notable areas of expertise encompass the sales of business application software, spanning Data Analytics, SaaS, Data Privacy, DLP, SSO, Risk Management, Enterprise Systems, Forensic Analytics, Compliance, Financial Data Management, and FinTech Digital Transformation. This unique blend of skills and accomplishments positions the sales executive as a standout performer poised to excel in multifaceted sales landscapes.*

### ■ Recognition / Achievements

- *Doubled product sales in less than a year*
- *Developed territory from ground up, adding 100's of companies and 1000's of contacts*
- *In a newly created position: 0 pipeline to \$500,000 in under six months*
- *Built NA Revenue from 0 to \$2M in three years*
- *Overcoming cultural hesitations like cautious loss prevention and strong nationalistic affiliations, triumphed in breaking into the American market for a British company and established trust while becoming a standard player in the industry*

### ■ Education / Designations

- *BA in Business Management*