

SAMPLE RESUME

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EXECUTIVE VICE PRESIDENT OF SALES

Forward-thinking Executive and Marine Corps Veteran with an impressive history of multimillion-dollar growth, unprecedented profitability, and dynamic gains in organizational performance within the SaaS technology space.

Accomplished leader with a career marked by success in sales, operations, business development, and translating organizational vision and objectives into award-winning business outcomes. Well-versed in building world-class teams, developing revenue generating strategies, and breaking into new markets. Credited with forging strong relationships with C-Level executives, maximizing pipeline creation, delivering custom technology solutions, and exceeding revenue targets.

Areas of Expertise

Sales Management ▪ Strategic Partnerships ▪ Business Development ▪ People Management ▪ Rapid Revenue Growth Performance Management ▪ Planning, Forecasting & Reporting ▪ Go-To-Market Plans ▪ Relationship Management Sales Process ▪ Market Analysis ▪ Sales Training & Enablement ▪ Coaching & Motivation ▪ Pipeline Development

CAREER HIGHLIGHTS

- Recognized as a leader and top performer at every position across 20-year career while earning **President's Club (4x), Top Sales Manager (3x), #1 General Manager (8x), Top Account Executive, and #1 Sales Representative (6x)**.
- Coached and **led a top sales team to deliver multi-millions of dollars in YoY growth** and exceed aggressive goals.
- Captured differentiation and **established Abacus Next as an industry leader** through strategic sales initiatives, GTM planning, and extensive product research and development.

PROFESSIONAL EXPERIENCE

TOOTRIS | San Diego, CA (Remote) | 2021-Present

Executive Vice President of Sales

Build, develop, train, and manage a high performing sales team to deliver rapid growth for a company that offers disruptive technology solutions to deliver convenient, affordable, and on-demand child care. Manage account planning, forecasting, budgeting, planning, KPI's, and reporting. Collaborate with cross-functional teams to develop sales and marketing strategies, optimize the sales cycle, diversify revenue opportunities, uncover market insights, and define value proposition.

- Built the first sales organization, drive sales enablement, and exceed aggressive sales goals by defining strategies, processes, and incentives to capture net new accounts and increase sales.
- Lead team to exceed sales quota by identifying and capitalizing new business opportunities, forging strong relationships, and serving as trusted advisor to deliver the value proposition and close deals.
- Optimize sales funnel, remove friction points in the sales process, and increase sales conversion rates by owning Salesforce set up and implementation.
- Increase business development, brand awareness, and market share growth by managing and developing channel based relationships to expand sales coverage.

ABACUS NEXT | San Diego, CA (Remote) | 2018-2021

Sales Director (2020-2021)

Promoted to guide the strategic direction to maximize go-to-market initiatives and drive sales growth for SaaS, Cloud, AI, and Case Management software. Built, trained, coached, and led a high performing sales team of 10.

- Increased new business opportunities, penetrated new markets, and doubled sales revenue YoY by forging and strengthening strategic partnerships, developing innovative business plans, and driving sales enablement.
- Led team to overachieve sales goals and crushed personal goals by optimizing the sales cycles while managing forecasting, planning, and pipeline development. Earned President's Club in 2020.

Enterprise Sales Manager (2019-2020)

Capitalized on opportunities to drive growth within Enterprise accounts for SaaS, Cloud, AI, and Case Management Software. Managed complex sales cycles, developed robust pipeline, and built immediate rapport with executive decision makers capitalizing on changing markets and digital disruption to help clients implement technical transformations.

- Led and developed two sales teams (Enterprise and SMB) coaching teams to exceed sales goals YoY.
- Exceeded personal sales goals YoY driving multi-millions in revenue growth and outperforming quota 100%+ by executing strategic account growth plans, driving go-to-market strategy, and winning long-term engagements.
- Achieved several awards and recognition for top performance including #1 Manager and President's Club.

Enterprise Account Executive (2018-2019)

Developed and executed strategic sales plans based on territory analysis to drive technology sales. Prospected through broker channels to identify opportunities and initiate client relationships. Proposed value proposition and customized technology solutions to target individual environments.

- Established innovative new sales and value-selling processes enabling a consultative approach to drive complex sales cycles, win clients from competitors, and deliver net new business sales into large accounts.
- Built long-term relationships with executive leaders, targeted net new accounts, and expanded the territory.
- Awarded Top Producer – Top 5 Companywide, Rookie of the Year, and Rising Star.

SUNRUN | San Diego, CA | 2015-2017

Sales Consultant

Identified opportunities to capture new solar customers and drive exponential revenue growth. Managed sales through forecasting, account strategy, product demonstrations, and complex negotiation.

- Strengthened position as market leader by serving as trusted advisor solving complex customer problems and translating business requirements into deliverable technical solutions.
- Exceeded aggressive sales goals and earned recognition as #1 Sales Rep for performance, growth, and innovation.

MANDALAY LOANS WHOLESALE MORTGAGE LENDING | San Diego, CA | 2002-2015

Sales Manager

Built, coached, developed, and led a team of 12 Account Executives managing sales planning, forecasting, and reporting.

- Earned Top Sales Manager in first year by leading team to exceed sales quota and deliver \$75M+ in annual revenue.

FREMONT INVESTMENT & LOAN WHOLESALE MORTGAGE LENDING | San Diego, CA | 2000-2001

Account Executive

Delivered sales plans to forge new customer relationships and expand wholesales products within key accounts.

- Earned recognition as a Top Producer (2x) for exceptional sales performance and results.

24 HOUR FITNESS | California / Singapore / Hong Kong | 1994-2000

General Manager

Developed strategic plans, processes, sales training, and technology enhancements to drive efficiency, performance, and sales growth across multiple global locations. Oversaw global cross-functional teams of leaders and staff inspiring a culture of inclusion, performance, and customer service. Leveraged data to drive continuous improvement.

- Transformed 10 global locations into powerhouse operations while exceeding goals by \$1M+ within six months.
- Earned several awards and recognition for leadership and sales performance.

EDUCATION

Bachelor of Science in Civil Engineering | TEXAS A&M UNIVERSITY