



JOSEPH D. SMITH

EXECUTIVE SALES & PRODUCT MANAGER

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DRIVING MULTI MILLION DOLLAR SOFTWARE ORGANIZATIONS WITHIN FINANCIAL SERVICES, MEDIA, TELECOMMUNICATIONS, & RETAIL VERTICALS

★ Living The Culture And Leading By Example ★

Visionary sales manager and thought leader bringing a hybrid background rich in success within global and start up environments. Career progression includes **direct recruitment in every strategic move** from former executive managers or colleagues. Career course highlights a **voluminous track of promotions** and demonstrates **employment longevity** including **12 years at Dun & Bradstreet** and **10 years at EMC Software Group**. Respected as a proponent of empowerment and accountability.

- Long Term Business Development
- Sales Strategy Design & Execution
- Product Roadmap Development
- Account Prospect Training
- Organizational Transformation
- Executive Advisory & Decision Support
- Consultative Selling
- Performance Improvement Motivation
- New Product Development
- Change Management Reengineering
- High Performance Business Design
- New Territory Expansion

Ultra Messaging ✦ Cloud ✦ Data Integration ✦ Content Management ✦ Trade Execution
SaaS ✦ Cloud ✦ Trade Reporting ✦ Social Media ✦ CRM ✦ Data Storage ✦ Business Process Management (BPM)

SELECT CAREER ACCOLADES

✦ Led team to win the top 10 Investment Banking clients and multiple top tier trading firms using Company’s trade order execution platform.

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✦ Championed the development of 25 information management solutions at Company, generating over \$200M in revenue including licensing and maintenance from financial service clients. Led sales team through over 20 organizational acquisitions. Delivered insight of new corporate missions, eased transitional concerns, and executed with excellent retention.

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✦ Known for development of account management and coverage model strategy adopted and presently utilized by current and former employers including Company1, Company2, Company3, and Company4.

SAMPLE OF LINKED IN® ENDORSEMENTS PORTFOLIO

“... operational excellence, deep understanding of the technology, incredible instincts on a sales call, natural leadership skills, and the innate ability to generate team loyalty where his team will go through a brick wall for him.”

“... he knows his business cold... wrapped in an exceptional work ethic and an honor and integrity second to none.”

“... one of the best managers I have ever worked for in my career.”

“... an exceptional sales leader with an extensive understanding of the Global Financial Services industry and the unique ability to challenge his team to reach beyond their expectations.”

“... few people have the opportunity to work with an outstanding leader such as Joe.”

“... an impressive sales leader, by any measure.”

“... impeccable track record speaks for itself and I highly recommend Joe to any Executive team that wants to bring in one of best sales leaders in the software industry.”

➔ [Additional LINKED IN® Profile Endorsements](#)