

*Joe Smith
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OBJECTIVE:

To obtain a Senior Leadership position, within a dynamic and growth-orientated organization, in order to fully utilize the professional sales, operations and consulting skills and methodologies that I have developed and implemented for 20 plus years covering software and information products.

CAREER HIGHLIGHTS:

- Developed an account management strategy and coverage model that has now been adopted as a corporate model at A&B, C&D, D&E, F&G and H&I.
- 100% of Quota since 1991
- Continuous Management Training from Stan Slap
- Continuous Training on Products, IT Selling and Solution Selling every year
- Completed “Solution Based Selling” Program
- Completed Management Training Program
- Completed Karrass “Effective Negotiation:
- Completed IMPAX “RCP Sales Training”
- Completed “Targeted Selection” Interview training

EMPLOYMENT HISTORY:

Software Company

Year: April 2013- Current

Position: VP of Financial Services and Emerging Verticals

Description: The role is directly accountable/responsible for successful delivery of both strategic and tactical Enterprise Information Management initiatives within the Financial Services sector defined as Capital Markets, Wealth Management, Corporate IB, Research, Mortgage Lending, Credit Card, Brokerage, Retail Banking and Insurance. Additionally, the role will be responsible for the formation and roll out of additional verticals with Informatica. (Ex. Retail, Oil and gas etc.) This role is a thought leader in the financial services solution space and will leverage company and industry expertise to help clients develop information solutions that drive revenue growth and improved business performance through a value-driven methodology.

- Global Quota of \$95,000,000
- 4/5 Sectors achieved quota
- 130% of Ultra Messaging quota WW
- 150% of Active VOS (BPM) quota
- Added 2 New logos to complete 10/10 top Investment Banks