

TITLE: Sales Director

LOCATION: Toronto, ON

RELOCATE: Yes No Possibly



EXECUTIVE CANDIDATE PROFILE

A respected, passionate and results oriented sales leader in Technology. Over two decades of experience leading North American dispersed, multi-disciplinary account teams, while building lasting relationships with Fortune 500, Private 250 and Global Corporations. Strength in recruiting to build a strong sales team. Expert in executing unique strategies appropriate to the market segment including account planning and development. Successfully navigating through multiple changes in ownership and significant market adjustments. Persevered through bankruptcy protection, to sale, multiple owners, multiple restructures, multiple leaders and strategies while keeping the sales team highly motivated and customer's first.

Recognition / Achievements

- *Pioneer in process of integrating companies, post merger or post sales to achieve the desired synergies.*
- *10+ years of Sales Leadership successfully navigating through a magnitude of Presidents and Senior Vice Presidents. Longest service Sales Director!*
- *Successfully built many high performance sales teams responsible for delivering long term sustainable growth.*
- *Leader in the promotion of new products and services to gain wallet share.*
- *Broad range of experience in both Canada and the United States with Fortune500, Private 250 level clients.*
- *Secured long term revenue streams by Negotiation of Master Service Agreements with every client, in North America.*
- *Selected as the Sales Lead for every SVP business initiative, no matter who the leader.*
- *Repeat winner of President Club award for exceptional achievement.*

Education / Designations

- *Business Administration*
- *The Accountable Leader – Knightsbridge Capital Management Inc.*
- *Strategic Leadership – Management Research Group*

Hobbies / Interests

- *Married, 4 Adult Children*
- *Travel is not an issue*
- *Co-Founder & VP of Canadian Football Cheerleaders Alumni Organization*
- *Active Sustaining Member of Junior League of Hamilton-Burlington*