

TITLE: SVP Sales

LOCATION: New York, NY

RELOCATE: Yes No Possibly



EXECUTIVE CANDIDATE PROFILE

Senior Vice President of Sales with 20+ years building and transforming sales teams delivering organic growth. Oversaw business units of \$200MM+ ARR and led direct reports of 15+ including Sales Leaders, Account Executives and Account Managers.

A client focused results oriented strategic sales leader, I have successfully implemented digital transformation initiatives by evolving selling methods, encouraging adoption and shifting team mindset from a traditional/transactional to consultative/SaaS enterprise.

Recognition / Achievements

- *Results achieved in the US market led to being tapped to serve as change agent, leading the transformation of the sales culture in APAC and EMEA. Hired new APAC sales leader with requisite consultative sales experience, shifted infrastructure and introduces sales training.*
- *Achieved operational efficiencies, including eliminating 80% of sales expense in Brazil by facilitating a reseller partnership to drive revenue on the SaaS platform.*
- *Actively managed and refined the sales process including developing playbooks and establishing a QBR and pipeline management process which provided more accurate forecasting*
- *Scaled the SaaS sales team from the ground up, both training and transforming current reps and recruiting high potential experienced SaaS sellers. Engineered collaboration between new reps and established relationship sales team.*
- *Spearheaded rollout of new CRM, Lightning, increasing adoption/usage of SFDC by 50%.*
- *Supported sales team members through coaching and adding strategic value on complex 6-figure deals.*
- *Conceptualized and launched WILEF (Women in Law Empowerment Forum) generating a significant increase in legal industry referrals and sales conversion.*

Education / Designations

- *NEW YORK UNIVERSITY, Stern School of Business, MBA, Marketing (New York, New York)*
- *BANK STREET COLLEGE, MS, Elementary Education (New York, New York)*
- *SYRACUSE UNIVERSITY, BS, Early Childhood Education (Syracuse, New York)*

Volunteer Work

- *BPeace an award-winning nonprofit that provides tailored impactful business advice to small and medium businesses in crisis-affected communities. (2020- present)*