**HEADING**

*Your name and all your contact information at a glance.*

**ACCOMPLISHED SALES MODEL SPECIALIST** *Employ a strong title.*

Senior Sales Executive focused on global technology with experience encompassing both Fortune 1000 business environments and start-ups. Assertive self-starter, highly effective in aligning products with business requirements, building million dollar pipelines in just months, and successfully closing deals. Key strengths include modernizing sales models, monetizing traffic, and building intelligence into online marketing programs.

EXPERIENCE *Bold only the most important information to draw the eye.*

**Vice President, Online Interactive Solutions** 2008 to Present

*Company*, City, State

Established a digital marketing sales strategy designed to enhance the user experience and acquire new clients through search engine optimization and social networking.

* Sourced, sold, and closed first deal in just 45 days. Included an ongoing Master Services Agreement and $250k in licenses.
* Developed a pipeline of $6M plus in first three months. *Include numbers whenever possible.*

**Vice President, Sales and North American Field Operations** 2001 to 2008

*Company*, City, State

Rebuilt struggling North American sales team. Identified and penetrated new markets for wireless and wire-line telecommunications and financial services.

* Developed and launched a highly successful channel sales initiative resulting in significant revenue growth by 400% and pipeline growth by $75M.
* Built a $40M pipeline and closed over $5M in new business with a single client. *Accomplishment and results driven, not responsibility driven.*

**Vice President, Global Solutions** 1993 to 2001

*Company*, City, State

Assembled a highly effective global sales team of 25 executives, built a $200M pipeline, and added $60M per year in revenue for company offering customized flow through provisioning systems for voice, data, and video networks, including telephony and cable networks. Efforts contributed to acquisition by *company*.

EDUCATION

**Bachelor of Science in Business Administration**; School, City, State; 1994

*Employ white space to allow the eye to move and rest in order to read effectively.*

TECHNICAL SKILLS

SalesForce.com, Microsoft Word, Excel, PowerPoint, Access, and Outlook, SharePoint, Apple Pages, Keynote, Pardot, Marketo, and social media applications including LinkedIn, Twitter, and Facebook

*If the position lists a skill as a requirement, you can be assured it is programmed into an Applicant Tracking System as a keyword. Make sure to include all your computer skills.*