

Mike Wilson

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Senior Sales, Operations, and Technology Leader

Growth Catalyst ~ Change Agent ~ Strategic Planner

Profile

Strategic and profit-driven business executive offering top record of profitability and proven expertise in sales and operations leadership. Noted for innovating, building, and operating complex organizational systems/processes and for leading team members to consistently meet and exceed corporate objectives. Highly skilled in recruiting, mentoring, and motivating individuals and turning them into top performers. Expert communicator, big picture thinker, and cultivator of relationships with all levels of personnel.

Career Highlights

- ▶ Key leader and contributor to fast growth, pre-IPO-to-public companies with 13 quarters of consecutive double-digit growth.
 - ▶ Acquired largest deals in company history contributing to strongest quarterly results on record.
 - ▶ Led six new sales teams to exceed 245% (\$31M) of regional company objectives.
 - ▶ Directed and motivated a team of 15 to exceed 40% YOY growth quota of \$120M across eight regions for \$2B business unit at Fortune 100 company.
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Core Competencies

- ▶ Strategic Sales and Market Planning
 - ▶ B2B Sales Management
 - ▶ Sales and Performance Turnaround
 - ▶ Operations, Metrics, and Management
 - ▶ Strategic Partnerships
 - ▶ Budgeting and Forecasting
 - ▶ Business Process Optimization
 - ▶ Customer Satisfaction and Retention
 - ▶ Rapid Top Line Growth
 - ▶ International/Global Sales and Marketing
 - ▶ Cross-Functional Leadership
 - ▶ Performance Management
 - ▶ Training, Motivation, and Team Building
 - ▶ Channel Program Development
 - ▶ Change Management
 - ▶ Policies and Procedures Development
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Professional Experience

President and Founder | XYZ Company

Austin, TX | 10/2015 – present

Founder of Innovative IT management consulting firm dedicated to aligning IT spend with organizational budget. Work with C-Suite focusing on business-centered IT strategy, business process optimization, change management, and enterprise architecture.

- ▶ Lead teams to build out models for business process optimization and provide expert guidance for design, build, implementation, and compliance.
- ▶ Significantly reduce project failure through establishing core leadership, action plans, and change management required to support IT strategy.
- ▶ Provide overall enterprise architectural designs for efficient resource allocation, systems implementation, and operational costs.

Vice President of Sales, Eastern Region | XYZ Company

Austin, TX | 07/2012 – 10/2015

Built, cultivated, and managed 11 sales teams in Eastern, North America. Capitalized on new customer acquisition, channel development, and recruiting, developing, training, and motivating new sales teams.

- ▶ Played key role in strategy development to land highest number of large deals found and closed in region's history and contributed to strongest company quarterly results on record.
- ▶ Won 60% of the largest new logo deals.
- ▶ Acquired numerous new business deals leading to seven quarters of double-digit growth.
- ▶ Stabilized sales force tenure while growing partner program in high pressure sales environment.
- ▶ Longest tenured field Vice President on record.

Director, U.S. Storage Sales – Public Accounts | XYZ Company

Austin, TX | 02/2012 – 07/2012

Regional Senior Sales Manager | 12/2010 – 02/2012

Business Development Manager | 08/2007 – 12/2010

Promoted to lead all storage sales and business operations in North America for \$2B business unit at Fortune 100 company. Recruited, managed, and motivated 15 sales teams and regional sales director. In earlier roles, led seven sales teams across Central, North America. Managed teams' integration with XYZ's teams.

- ▶ Led team of 15 to exceed YOY growth quota of \$120M across eight regions for \$2B business unit.
- ▶ Recruited, hired, developed, and trained six new field sales teams to exceed to exceed 100% of goal and 245% of regional goal (\$31.3M, the highest ranked sales teams worldwide).
- ▶ Penetrated new markets through 100% channel 'assisted sale' mode in Central U.S.; grew underperforming area to one consistently exceeding company objectives.
- ▶ Executed plan to rapid new and major account penetration and channel partnerships.
- ▶ Landed largest worldwide commercial account.
- ▶ Quota results include 2007 (100%), 2008 (105%), 2009 (136%), 2010 (124%)

Principal | XYZ Company

Austin, TX | 10/2003 – 02/2005

Developed and sold performance management services to SME CEO's to accelerate revenue growth. Engagements include interim VP, Sales and Marketing, for 30-year old software company and acting VP, Sales and Marketing, for Inc. 500 software application development firm.

- ▶ Implemented 'Execution Model' and performed comprehensive sales and marketing assessments.
- ▶ Designed and initiated new "value forward" marketing campaign that contributed to four new accounts in a previously flat sales environment.
- ▶ Initiated new customer support and retention focus throughout the United States.

Vice President, Sales and Marketing Operations | XYZ Company

Austin, TX | 05/2002 – 10/2003

Area Vice President | 10/1999 – 04/2002

Led sales division to reach \$12M before firm was bought by Fortune 500 company for \$360M. Ensured compliance with margin profitability targets. Managed compensation plans.

- ▶ Led sales and operations achieving high double-digit growth during competitive economy.
- ▶ Reduced used inventory by 85%.
- ▶ Led a process improvement team that saved company \$500K/year in unnecessary head count.
- ▶ Improved gross margin 6% Q3 and Q4 2002.
- ▶ Developed and launched a two tiered channel program increasing sales from \$350k/quarter to \$1.5M/quarter.
- ▶ Led largest sales region in the United States (32 teams); Earned 2002 'Outstanding Contribution' and multiple President's Club awards.

Education

- ▶ **Master of Business Administration (MBA) Strategic Planning and Leadership**, High Honors, Sigma Iota Epsilon member
XYZ College, Dayton, Ohio
- ▶ **Bachelor of Science, Computer Information Systems**, *magna cum laude*, Deans List, Presidential Honor Society, Epsilon Delta Pi
XYZ College, Cincinnati, Ohio