

RESUME SAMPLE: *ACCOMPLISHMENTS STYLE*

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SALES DIRECTOR - SOFTWARE & SERVICES

ENTERPRISE TECHNOLOGY SALES / SOLUTION SELLING / GLOBAL ACCOUNTS

SUMMARY OF QUALIFICATIONS

Seasoned Sales Professional with over a decade of experience developing key accounts and expanding territories for major technology companies

ACCOMPLISHMENTS

- Delivered 145% of quota - Produced over \$19M revenue in 2004-2005. Ranked 3rd among global account executives
- Promoted to lead new RFID business – Generated \$1.7M revenue in 2006 from brand new products
- Delivered 2 vital breakthrough deals in 2007, worth over \$1M. Produced \$2.7M in 2007
- Grew virgin territories for start-up (SOA Software) - \$5.9M in 2003. Only executive to meet revenue objectives at start-up
- Developed brand new innovative business at BEA Systems and Oracle. Exceeded \$million+ quotas throughout career
- Initiated shift to Solution Selling, restructured field execution, slashed operational costs and improved sales by 20%
- Successful track record of revitalizing critical accounts and securing incremental business worth \$millions

KEY CLIENTS

Sempra Energy, TXU, ERCOT, HL&P, Reliant Energy, Halliburton, HP, Cisco, Mattel, Hilti, Schwan's, Michael's, Albertsons, Eli Lilly, Pfizer, Ameriprise, Bank of America, Zenith Insurance,

PROFESSIONAL EXPERIENCE

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EXPERIENCE

Software Consultants, Inc, Phoenix, AZ

2007 - Present

Senior Sales Manager

Recruited to expand business integration services for lagging division

- Attained total \$2.7M revenue. Boosted service area revenue beyond \$100M, with 15% growth.
- Delivered two crucial deals, worth over \$1M+.
- Built key relationships to salvage critical account and secured additional business, worth \$1.4M.
- Nurtured key ISVs alliances (IBM, BEA, Oracle) to build opportunity pipeline.

BEA Systems, Inc. (now Oracle Corp.), Houston, TX.

2004 - 2007

Sales Leader - Remote Products

Promoted to expand sales of newly acquired remote products & executed dual function of sales leader and account executive

- Delivered three-fold revenue growth. Spearheaded sales of brand new product into non-traditional markets.
- Built \$5M pipeline, secured pilot wins and closed \$1.7M of new solution sales from marquee clients (HP, Albertsons, Schwan's, AT&T and others).
- Successfully developed alliances with SIs, ISVs and VARs (INTEL, CISCO, HP, CSC, TCS, Rush Tracking, Agilysys, Vontu, Odin).

Global/Enterprise Accounts Executive

Hired to incubate strategic sales group and drive revenue from global accounts in manufacturing and distribution industries.

- Exceeded revenue goals (\$14.7M on \$10M quota) from premier manufacturing and distribution clients (DHL, HP, UPS, GIST) in North America and Europe.
- Cultivated C-Level relationships and executed sales strategy to build 4X pipeline.
- Developed channel alliances (with INTEL, Accenture, and HP) to up-sell and garner support for product expansion at key clients.
- Generated over \$4M from one global client, managing activities across Germany, Czech Republic, UK and USA.

Digital Matrix, Houston, TX.

2000 - 2004

A pioneering start-up in Web services Management and Security software.

Executive – Sales & Operations

- Top revenue producer and only executive to meet target goals, contributing to 30% growth in

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company's revenue.

- Delivered total revenue of \$5.9M (from Verizon, Sempra, Mercury, Zenith and others).
- Spearheaded solution sales – Secured company's 1st set of marquee Fortune 500 customers, worth over \$1M+.
- Salvaged \$200K in sunken sales costs and garnered additional contracts worth over \$800K.
- Established relationships with key client and partner executives, and negotiated contracts worth \$3.5M.

Microsphere Corp., Cupertino, CA.

1994 - 2000

A multi-billion dollar global software products and services company.

Director

- Established new 30-person group, managed \$25M P&L. Nominated as MVP.
- Consistently nominated Top Manager in region. Surpassed goals - grew annual bookings to \$20M+ with 5% margin improvement.
- Led sales cycle for first ever non-traditional innovative consulting services and product deal in the region, totaling \$9M.
- Provided strategic direction to project office on BI, ERP, EAI, Database and Portals, resulting in \$10M product and services deal.

EDUCATION, TRAINING, AWARDS

Education:

Master's Degree, Accounting and Financial Management – University of Notre Dame
 Post Graduate studies, Software Technology – National Center of Software Technology
 Certified Six Sigma Green Belt

Professional Training:

Solution selling, Presentation skills, Executive conversations, Coach approach

Special Awards:

Most Valuable Player across Oracle Services, Oracle Club – 1995, 1996, 1998
 Recognized for exceeding numbers at SeeBeyond, SOA Software and BEA Systems