

Strategic sales director with expertise in revenue growth and team leadership
Results-driven sales director with 10 years of experience leading high-performing sales teams and driving multimillion-dollar revenue growth. Proven ability to develop scalable sales strategies and expand market share.

Professional Experience

Sales Director

XYZ Solutions, Chicago, IL

March 2018 - Present

- Led a team of **15 sales managers**, achieving **\$5 million in additional revenue**
- Developed a **new sales strategy**, increasing market penetration by **30%**
- Negotiate contracts with **high-value clients**, securing **long-term partnerships**

Regional Sales Manager

ABC Corp, New York, NY

June 2014 - February 2018

- Expanded business operations into **three new territories**, increasing revenue by **25%**
- Managed a **\$10 million sales budget**, optimizing cost efficiency

Education

Master of Business Administration (MBA) – Sales & Marketing May 2014
University of Chicago

Key Skills

- Sales strategy and business development
- Team leadership and training
- Revenue forecasting and performance analysis
- Contract negotiation and key account management