

CLIENT

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Group Vice President – Sales & Service

Industries: Technology • Management Consulting • Information Services

Expert in driving sales, expansion and profitability in start-up, turnaround and growth environments. Consistent peak performer and visionary sales leader with advanced skills in strategic and tactical planning, resource allocation and management, change management, product development and launch. Solid business acumen combines with particularly strong relationship management and talent for revitalizing, building and developing teams that achieve impressive revenue gains within highly competitive markets/industries. Full complement of executive leadership competencies in technology organizations.

- *"John has an extraordinary talent for sales management and simply getting things done." Senior VP of Sales and Service*
- *"John has a natural ability to bring out the very best in people. That ability has allowed me to be one of the top sales professionals in our company." Director of Sales*
- *"John's leadership, business acumen and communication skills are second to none and have played an integral role in his professional success." Division VP*

Professional Experience & Achievements

EMPLOYER; SAN DIEGO, CA

2001 to Present

Leading provider of information products, software and eBusiness solutions.

Group Vice President, National Sales (2006 to Present)

Revitalized a flat sales organization to double annual revenues in a declining market.

Promoted to provide turnaround leadership and jump start sales which were completely flat. Rebuilt, trained and energized the sales group to produce results—providing vision, strategy and structure that the sales organization did not previously have. Overhauled and instituted new sales processes; created Major and Regional Accounts groups, including a new incentive plan based on growth achieved. Hired top performers and managed sales team of 20. Developed and strengthened sales force through training program implementation (Target Account Selling to Senior-Level Executives).

- **Drove national sales from \$25 million to \$50.6 million in 4 years** by focusing team on larger opportunities while maintaining smaller growth accounts. Named to President's Club in 2003 and 2004.
- Led and launched a new product (database program), with **first-year sales generating \$8.5 million in new business**.
- **Developed the sales team to close multimillion-dollar accounts** while efficiently managing smaller accounts.
- **Tapped as the Six Sigma Champion** for the sales organization and served on cross-functional team that developed, implemented and trained personnel on a more efficient order processing system.
- **Instituted budgeting and expense control processes that ensured accountability** and enabled more accurate forecasting based on sound metrics. **Cut overall sales expenses 21%** by hiring in geographical areas to reduce travel and other costs.

Vice President, Corporate Accounts (2001 to 2006)

Brought on board to rebuild and manage relationships with company's largest corporate accounts. Restored customer confidence while expanding account business through sale of new products. Tapped for promotion within 9 months.

- **Achieved 10% YOY growth**, building sales from \$10.8 million to \$12 million.
- **Produced 2 new contracts**, each one generating \$2 million annually for 3 years.
- **Instrumental in bringing to market a revolutionary new web-based product.**

EMPLOYER; LIBERTYVILLE, IL

1999 to 2001

Leading U.S. provider of clinical software, connectivity and information solutions for the healthcare industry.

Group Vice President, Sales

Recruited and led a regional sales team, promoting product lines to small physician practices. Led new product launch in the region as company repositioned itself from a single-solution to an integrated, multiple solution provider of innovative software and workflow solutions for the healthcare industry. Negotiated sales contracts ranging from \$5,000 to \$100,000 in new business.

- **Grew Eastern sales region from zero to \$10 million in 2 years** as company transitioned to post-IPO.
- **Exceeded plan and named Manager of the Year in 2000** out of 5 regions nationwide.

Employer; CHICAGO, IL

1992 to 1999

Provider of advanced software, communication systems, and Internet and wireless-enabled technology for automotive claims and collision repair industries.

Zone Vice President (1996 to 1999)

Promoted to direct team of 5 Region Managers and 32 Account Executives selling software and hardware solutions. Delivered 20% annual growth from \$29 million to \$45 million in just 3 years—while quickly adapting to changing market demands for new technology. Developed and implemented annual sales plans and completely revamped bonus plan for all personnel division-wide. Negotiated sales contracts ranging from \$100,000 to \$5 million each. Created account management teams for sales, service and support.

- **Tapped to spearhead initiative to build new Windows-based workflow application** for the insurance industry that gave company a competitive market advantage. Succeeded in delivering company's top-selling product where others had previously failed. **Product remains #1 seller (\$60 million annually).**
- **Achieved President's Club status from 1995 to 1999.**

Senior Region Manager (1993 to 1996)

Led 7-member sales team to grow the Northeast Region from \$4 million to \$5 million. Subsequently selected to take charge of and turned around the struggling Midwest Region by initiating a region support and sales model. **Produced a combined \$10 million in sales for both regions during 3-year tenure.**

National Account Manager (1992 to 1993)

Managed portfolio of 200 accounts and drove new product sales from zero to \$2 million annually. Led product definition and development for software enhancements and add-on databases to existing software.

Education

Bachelor of Arts, Political Science, minor in Economics UNIVERSITY OF KENTUCKY