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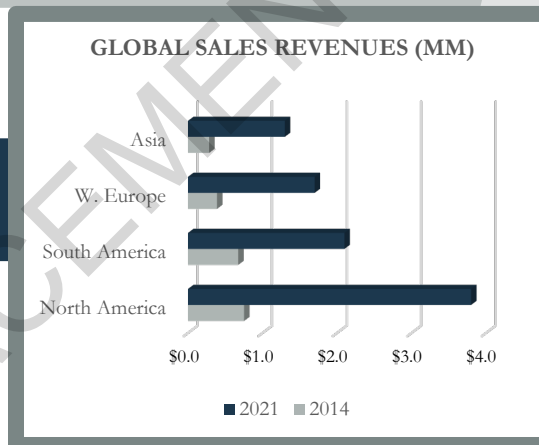
GLOBAL SALES EXECUTIVE

- ❖ ACHIEVES DOUBLE AND TRIPLE-DIGIT GROWTH
- ❖ DRIVES MARKET EXPANSION
- ❖ ACCELERATES CUSTOMER DEMAND

A **Global Sales Executive** with a record of surpassing performance benchmarks in sales revenues, portfolio growth, and client retention while launching businesses into uncharted and untapped markets, disrupting competitor thresholds, positioning organizations as the provider of choice, and driving organic sales growth.

“Lilly is recognized by her clients as a thought leader able to formulate innovative and customized solutions in the complex manufacturing industry, ultimately improving their confidence in the organizational partnership.”

Multilingual (*English, Spanish, French, Portuguese, German*) | Consultative Sales
 Lead Generation | Negotiation | Competitive Positioning | Client Engagement
 Innovative Problem Solving | Public Speaking | Influential Leader and SME
 Market Research | Data Analytics | Territory Management | New Product Launches
 Market Expansions | Strategic Planning | Business Development | Marketing



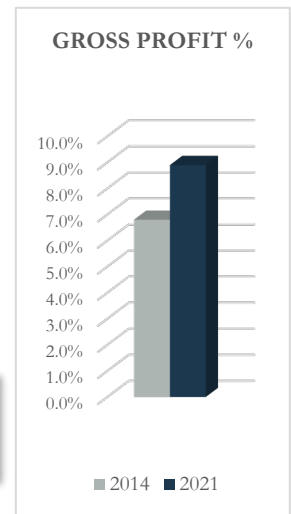
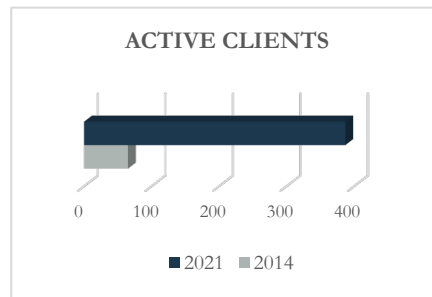
PROFESSIONAL HISTORY

GLOBAL BUSINESS DEVELOPMENT AND SALES EXECUTIVE SHARKTOOTH INDUSTRIES

8/2014 – Present

Orchestrated multinational sales, business development, client engagement, and marketing activities to capture millions of dollars in new revenues and expand the sales footprint of the semiconductor manufacturing organization while serving as an influential leader to a globally dispersed customer service team.

- **Captured \$6.8MM in New Sales to Surge Revenues by 323.8%**, from \$2.1MM to \$8.9MM, throughout the tenure while managing a massive territory comprised of North America, South America, Western Europe, and Asia.
 - ✓ North America: 404.6% Growth, from \$753K to \$3.8MM.
 - ✓ South America: 211.6% Growth, from \$674K to \$2.1MM.
 - ✓ Western Europe: 348.7% Growth, from \$389K to \$1.7MM.
 - ✓ Asia: 357.7% Growth, from \$284K to \$1.3MM.



- **Soared Customer Satisfaction Ratings by 19.5%** (*from 83.4% to 99.7%*) **While Increasing Gross Profit Margins by 30.9%** (*from 6.8% to 8.9%*).
- **Expanded the Client Portfolio by 495.4%**, from 65 customers to 387 customers.
- **Recognized for Achieving a 98.4% Client Retention Rate**, shattering the 80% benchmark.
- **Increased Client Conversion Rates by 68.2%** (*from 11% to 18.5%*).
- **Coached, Led, and Empowered a Customer Service Team of 12** to seamlessly manage closed accounts and surpass goals while promoting a culture of synergy, respect, professional excellence, and inclusion.
- **Developed Comprehensive Sales Forecasts and Reports** using the expertise of Salesforce CRM systems to disseminate progress to authorized global stakeholders.



REGIONAL SALES MANAGER: NORTH AMERICA (Canada/US)

1/2012 – 7/2015

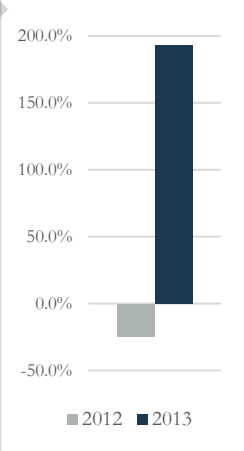
ATLANTIS SOFTWARE SOLUTIONS

Orchestrated end-to-end sales activities to drive ongoing business growth throughout shifting economic climates while establishing steadfast relationships with clients of disparate business needs, budgets, and active end users.

- **Boosted Sales Revenues by 324.3%**, from \$873K to \$3.7MM, in 12 months (2012 – 2013) to achieve 148% of the annual performance goal of \$2.5MM and continued the upward trend to sell \$5.6MM the following year (2015).
- **Steered a Complete Positive Year-Over-Year (YOY) Turnaround for the Territory**, from a 24.6% annual revenue decline over the previous year (*upon hire*) to a 193.1% annual revenue growth over the previous year through an integrated approach.
 - ✓ Facilitated Regular In-Person Visits with Legacy Customer Accounts to build trust, define/resolve issues, facilitate end-user training, showcase value-added solutions, and increase subscriptions.
 - ✓ Conducted Market/Competitive Research and Deep Dives to identify new target accounts.
 - ✓ Crafted and Presented Customized Software Subscription Packages to mirror the budgets and pain points of each customer.
- **Recognized with Multiple Sales Awards, Honors, and Accolades**, including **Sales Manager of the Year** (2013 and 2014), **Platinum Elite Level, Soar Award** (for year-over-year growth), and **Pinnacle Club Inductee** (an honor reserved for the top 5% of sales professionals within the organization).
- **Successfully Launched the Organization into New Highly Competitive Regions** through integrated sales campaigns that included print/digital marketing collateral, brand awareness, email blitzes, events, networking, and press releases.
- **Increased Monthly Subscriptions by 342.9%**, from 7000 to 31,000, while exceeding profit goals.
- **Grew Customer Satisfaction Scores by 34.7%** (from 72 to 97).
- **Gained Competitive Insight into the Region/Market** to define emerging business opportunities through data analysis, client feedback, and industry intelligence.



YOY REVENUE %



ADDITIONAL HIGHLIGHTS

INCREASED MONTHLY SUBSCRIPTIONS BY 342.9%.
GREW CUSTOMER SATISFACTION SCORES BY 34.7%.

BUSINESS DEVELOPMENT MANAGER (BDM)

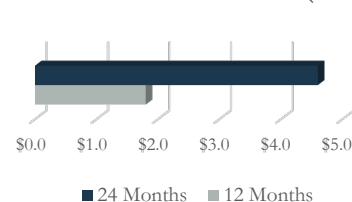
9/2009–12/2011

LEAL LABORATORY SERVICES

Initiated, strengthened, and retained relationships with industry leaders at targeted accounts (*new/established*) to close the sales of quality assurance testing services while developing sales pipelines, conducting needs analysis, performing competitive/market research, planning marketing events, presenting compelling marketing/sales presentations, overcoming objections, and capitalizing on new opportunities.

- **Closed and Managed Millions of Dollars in New Sales** throughout the tenure while overseeing the southeast market (*Texas, Georgia, Louisiana, Alabama, Mississippi, and Florida*).
 - ✓ Closed \$1.8MM in New Sales within the first 12 months.
 - ✓ Closed \$4.6MM in New Sales within the first 24 months.
- **Consistently Achieved Triple-Digit Sales Growth** by sourcing new accounts, building client confidence, increasing the value of the organizational partnership, and cross/upselling solutions that mirrored the unique business needs of each audience.
- **Successfully Serviced Technical and Scientific Customers to be Recognized as a Knowledgeable Organizational Point of Contact** in quality assurance, laboratory services, and compliance protocols.

NEW SALES REVENUES (MM)



EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION (BBA): MARKETING

THE UNIVERSITY OF MISSISSIPPI: University, MS