 BRISBANE QLD 4000 0400 000 000  **** name.name @email.com.au  **in** linkedin.com/in/name

**JANE SMITH**

Sales Strategy & Leadership

Performance & Innovation

BUSINESS DEVELOPMENT EXECUTIVE

SALES LEADER FOR THE ACME GROUP, DELTA GROUP AND WIDGETS-R-US.

Business Development Director with a background driving the revenues of leading widget providers globally. Expert in channel development and market expansion and credited with instrumental contributions to Acme Widget’s meteoric rise. C-suite influencer with strong networks that increase business capabilities

* Secured multiple new accounts and positioned business for numerous project wins adding seven-figure revenue growth over 2 years despite tightening market.
* Devised the Sales Strategies for Delta Group’s sale and post-acquisition integrations.
* Won National Sales Manager of the Year 2012 for best in country sales performance for Widgets-R-Us

KEY EXPERTISE

Strategic Contract Negotiations| Business Development | Solution Design | Sales Leadership | Stakeholder Engagement Strategic Contract Negotiations| Business Development | Solution Design | Sales Leadership | Stakeholder | Strategic Contract Negotiations| Business Development | Solution Design | Sales Leadership

WORK HISTORY

ACME GROUP

 *Leading ASX-listed technology company operating under the Widgetmaker, Widgee and Widgetless Brands*

**Executive Director – Sales** May 2006 – CURRENT

Recruited to drive growth of widget solutions business across the ANZ and ASEAN region. Led team of 20 sales representatives and created business roadmap for global widget growth strategies. Lifted territory performance and added more than 25% to bottom lines through key account growth in high-priority niches.

Won key accounts valued at $50M | Lifted Territory Performance to #3 Globally

* **Secured multiple new accounts and positioned business for numerous project wins** adding seven-figure revenue growth over 2 years despite tightening market.
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**ACME SALES AWARDS**

2017 Top Performing Widget Company (500+ employees)

2018 Sales Transformation Award

Finalist – 2017 Sales Innovator of the Year

COMPANY NAME

*Information on company, scope or leadership can go here if needed*

**Position Title** MONTH YEAR – MONTH YEAR

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EARLY CAREER HIGHLIGHTS

ABC CORPORATION, Account Manager Aug. 1990 – Feb. 1992

Managed the growth and performance of ABC’s tech products and grew the business through marketing to new prospects. Trained new team members and developed existing staff.

ALT CORPORATION, Account Manager Aug. 1988 – Feb. 1990

Managed the growth and performance of ABC’s tech products and grew the business through marketing to new prospects. Trained new team members and developed existing staff.

NEXT CORPORATION, Account Manager Aug. 1980 – Feb. 1986

Managed the growth and performance of ABC’s tech products and grew the business through marketing to new prospects. Trained new team members and developed existing staff.

QUALIFICATIONS

**Master of Business**, *University of Melbourne, 2002*

**Bachelor of Business**, University, Year Graduated

DIRECTORSHIPS AND PROFESSIONAL AFFILIATIONS

**Fellow,** Sales Institute of Australia | **Fellow,** Business Development Institute of Australia

**Member,** Australian Institute of Company Directors