

# [Josh saler: sales specialist - resume cv example](https://assignbuster.com/josh-saler-sales-specialist-resumecv-example/)

[](https://assignbuster.com/)[Business](https://assignbuster.com/essay-subjects/business/)

## Josh Saler: Sales Specialist

Utilities Sector Sales Director — SAP,   
Arkansas. AR — Jun 2014 - Aug 2018   
Administered P&L budget in the sector;   
Managed the account executives team in the utilities sector (6 people);   
Provided leadership in the planning, designing, due diligence and implementations of strategic business objectives in order to successfully reach sales goals;   
- Selected, developed and evaluated personnel to ensure the efficient operation of the team;   
- Identified, created, sustained and managed business relationships with selected companies to develop solutions and/or create complementary products/services;   
- Defined mutual goals and objectives and built awareness and support of overall strategic benefits and alliances;   
- Supported Account Executives in the Building of relationships with key executives and decision makers within assigned accounts;   
- Provided direction to form strategic account plans, including customer profiles, targeted programs, forecast reports, and action items;   
- Developed, shared and maintained an in-depth knowledge of all key competitors;   
- Assumed full responsibility of quota attainment as agreed to and communicated by the SVP, GM SAP CIS  and VP.   
Sr Sales Manager — Oracle,   
Arkansas. AR — Sep 2012 - Jun 2014   
- Managed a sales team (7 people) of Oracle Application sale representatives within the utilities, development & reconstruction, transportation, oil & gas sectors in Russia, growing sales revenue 2, 5 times;   
- Developed the medium and long term sales and marketing strategies;   
- Administered forecasting activities;   
- Provided CRM accuracy;   
- Managed cross-BU activities in Utilities.   
Software Sales Representative — IBM,   
Arkansas. AR — Jan 2004 - Mar 2012   
- Managed the revenue flow and growth in Oil & Gas industry at software department;   
- Worked closely with the client team to identify and validate new opportunities;   
- Established and maintained new IT and LOB business executive relationships;   
- Ensured brand value infusion to the clients’ business;   
- Performed the responsibilities of a brand strategist;   
- Ensured that the account plan is built in accordance with a cross-brand strategy, updated and  used within the Signature Sales Method.