

Josh saler: sales specialist - resume cv example

[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.