

AMY CAMPBELL

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**VP, DIRECTOR OF SALES ■ TECHNOLOGY / CONSUMER GOODS
DISCERNING LEADER ■ RELATIONSHIP BUILDER ■ REVENUE GENERATOR**

Example is not the main thing in influencing others. It is the only thing.
— Albert Schweitzer

Smart, resolute, award-winning sales professional with a history of driving revenue growth over a 15-year career. Dynamic, energetic, inspiring leader adept at galvanizing a team towards a common objective. Deft, perceptive, engaging communicator skilled at cultivating cross-functional, interdepartmental relationships. Acknowledged as being cool under pressure, a mentor to peers, and a role model to junior staff.

CAREER HIGHLIGHTS

- Secured \$350M annual contract with ABC Company. Revived disintegrating client relationship; opened communication and allviated concerns; led contract negotiations.
- Exceeded sales goals 20% by increasing regional accounts 30% and delivering \$6M in new business sales. Strategically targeted previous clients and unearthed development opportunities.
- Generated \$4.5M multi-year deal with XYZ Company and \$2M contract with ABC Company. Leveraged previous client relationships to win business for current employer.

CORE COMPETENCIES

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|--------------------------------------|--------------------------|------------------------|
| ▪ Account Management | ▪ Sales Presentations | ▪ Contract Negotiation |
| ▪ Consultative Sales | ▪ Team Leadership | ▪ Talent Acquisition |
| ▪ Sales Forecasting | ▪ Relationship Building | ▪ Sales Strategy |
| ▪ Team Building | ▪ New Market Development | ▪ Account Development |
| ▪ Business Development | ▪ Strategic Planning | ▪ Enterprise Sales |
| ▪ Delivering Executive Presentations | ▪ Training & Development | ▪ Client Satisfaction |

PROFESSIONAL EXPERIENCE

ABC, Inc., City, ST 2/12—Present

VP, Account Executive/Business Development (2/14—Present)

Privately owned company based in ABC, ST. Provides information technology services and business solutions to clients and partners worldwide. Dozens of locations, 34K+ employees globally. Report to: Regional Sales Manager.

Recruited by former manager. Charged to rebuild relationships and secure contracts with consumer goods customers including electronics and computer manufacturers. Recognize client needs, devise and execute solutions. Oversee account management, qualify and develop sales leads. Leverage former alliances to develop new business. Build and lead account management teams.

Grew revenues, securing several multi-million dollar deals. Established weekly sales meeting to monitor accounts. Served as client liaison, addressing concerns, managing expectations.

Selected Contributions:

- Secured \$350M annual contract with ABC Company. Revived disintegrating client relationship; opened communication and allviated concerns; led contract negotiations.