

SCOTT JONES

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CHIEF COMMERCIAL OFFICER – SENIOR SALES & OPERATIONS EXECUTIVE

Accomplished and multidisciplinary sales and operations executive with an impeccable track record, strong business acumen, vision and reputation built on verifiable sales achievements. Strategic sales and growth leader with natural ability for building new business and forging loyalty with clients and channel partners. Special talent for enhancing corporate marketability through the development and management of sales strategies, client relationships and effective growth initiatives. Strive to optimize operations and improve market position while strengthening bottom-line results. Advanced strengths in team leadership and development; thoroughly knowledgeable in providing solutions for business growth and sustainability through leveraging corporate potential, enhancing top-notch solutions and establishing top-performing sales organizations.

Signature Competencies

- Organizational Vision & Strategy
- Execution, Results, Leadership
- Sales & Business Development
- Transformational Leadership
- Channel Sales Leadership
- Budget and P&L Management
- Business Process Development
- Leadership Development
- Sales Strategy & Revenue Generation
- Metrics-Driven Performance Management
- Cultural Improvements & Structure
- Strategic Partnership Development

PROFESSIONAL EXPERIENCE

ABC, INC., *New York, NY*

2017 – Present

VP, Channel Sales

Hired to build the Channel division for technology and analytics from the ground up, partnering with cross-functional leadership on the design and implementation of strategies, processes and initiatives for driving the development of strategic partnerships and new channel sales opportunities. Establish and execute division structure, goals, short/long-range plans and business processes to meet corporate expectations. Oversee the development and management of strategic partnerships with brokers, carriers, HCM providers, private equity, advisors and ERPs. Build, develop and manage staff of 16 direct and 8 indirect reports.

- ▶ Spearheaded the creation and growth of the Premier Broker program, increasing from zero to 800 brokers in 2 years.
- ▶ Sourced and secured 6 new national partnerships in 9 months by identifying prospects and presenting vision to establish strategic relationships.
- ▶ Developed, implemented and tracked key performance indicators (KPIs) using Salesforce; presented at Board of Directors and C-level meetings to identify areas for improvement.
- ▶ Championed the introduction of a sponsorship strategy, working closely with C-level leaders to align strategy and goals across all business functions. Grew sponsors 400% in 2019.
- ▶ Coached, mentored and supported team to ensure top-level performance, resulting in 300% revenue growth in 2019, accounting for 70% of all employer sales.
- ▶ Led 3 associates to securing senior director level roles by providing leadership development and mentoring.

ABC 123 INC., *New York, NY*

2000 – 2017

VP, Sales – Global Enterprise Solutions (2013 – 2017)

Promoted to lead a large-scale transformation initiative, rebuilding the Global Enterprise Solutions team to meet corporate expectations. Overhauled all processes and strategies, hired qualified candidates and established short- and long-range goals. Created sales plan for the NY region to boost revenue for comprehensive global HCM model within SaaS environment. Built and led staff of 10, providing ongoing coaching and mentoring to ensure optimal performance.

- ▶ Established a culture of growth, performance and accountability, which transformed the team from declining sales to achieving 47% YOY growth results.
- ▶ Led team to recognition as #1 sales team in Global Enterprise Solutions organization, driving \$25M annual revenue; received top ranking for both percentage and revenue, which resulted in all team members attaining President's Club.