

# John Smith

Greater Springfield, IL area

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## Vice President of Sales

*Results-driven Sales Leader with over 20 years of experience in the Technology Industry. Proven track record of successes ranging from defining new markets and creating startup sales organizations to driving growth and uncovering incremental areas of opportunity in more mature sales teams and markets. Leadership by example style includes a high energy team based attitude that maximizes sales outcome for the organization and sales team. Strong commitment to ethics and professionalism as the foundation of the organization with an untiring commitment to customer satisfaction.*

### Executive Competencies

- ✓ Leadership by Example
- ✓ Strategic Visionary
- ✓ Commitment to Innovation
- ✓ Analytic Approach to Outcome
- ✓ Technology Savvy
- ✓ Employee Skills Development
- ✓ Extreme Customer Satisfaction
- ✓ Strong Negotiator, Closer

- **Experienced B2B Executive in Enterprise, Healthcare & Education** – 10+ years as Executive Sales Leader with decades in Sales Management
- **Business Growth** – Proven record of double digit growth in multiple verticals and doubling sales in record time
- **Change Agent** – Pioneered the restructuring of a product-based sales team into a solution selling account management organization
- **Sales Execution** – Experienced negotiator and closer of Major Accounts
- **Solution Development** – Spearheaded development of new solutions in Healthcare and Education, driving millions in incremental revenue
- **Organization Development** – Success launching sales organizations in new vertical markets and driving incremental growth from mature teams

## PROFESSIONAL EXPERIENCE

### Motorola | Springfield, IL | June 2001 – October 2018

#### Vice President of Sales – Healthcare and Education | April 2010 – October 2018

Vice President of Healthcare and Education Sectors in the U.S. for Motorola, a \$6.2B division of Motorola. Responsible for all aspects of the business and delivering over \$200m in annual sales of integrated technology solutions to Healthcare, Medical, Higher Education and K-12. Consistently driving double digit Y/Y profitable sales growth through a focus on solution sales, vertical expertise and strategic alliances. Reported directly to the President of Motorola, and held a seat on the Motorola Executive Committee.

#### Key Accomplishments:

- **Change Agent:** Transitioned product centric sales team into an Account Management Organization.
- **Business Growth:** Grew Medical business at a compounded annual growth rate of 28.5%.
- **Sales Execution:** Closed Largest Deal in Healthcare and Education Team History. Baycare (Over \$20m)
- **Startup Organization:** Launched dedicated K-12 Team which grew to \$80m in under 3 years.
- **Product Development Leadership:** Launched first Motorola student mobile device with over \$60m in sales first 12 months (Largest single deployment to 23,000 students in Springfield USD.)

### **Director of Sales, Healthcare | March 2004 – April 2010**

Provided leadership for all business aspects and sales of Motorola B2B and Medical products to Healthcare and OEM accounts in the United States with focus on clinician mobility devices. Was responsible for double digit Y/Y growth, exceeding Business Plan and developing new markets to sustain growth and profitability. In addition, responsibility included management of Business Development and Sales Engineering teams to drive growth in very specific vertical markets and product categories. President's Club Award 4 of the 5 years for overachieving Business Plan.

#### **Key Accomplishments:**

- **Change Agent:** Grew historically flat performing team in 2 years from \$17.7m in FY08 to over \$51m in FY10
- **Business Growth:** Over 25% compounded annual growth rate for the 4 years of responsibility.
- **Product Development Leadership:** Supported development and championed launch plan of Healthcare specific mobility product which grew to over 70% of overall sales.

### **National Sales Manager, Enterprise | October 2003 – March 2004**

Was responsible for achieving business plan selling mobility products to Fortune 1000 companies throughout the United States with strong vertical focus in Telco, Utility, Insurance, Healthcare, and General Services organizations. Exceeded growth expectations, created a new vertical team for Motorola in General Field Service Market and led a cross functional team of Major Account Managers.

#### **Key Accomplishments:**

- **Startup Organization:** Launched first General Services focused Sales Team with year 1 revenue over \$30m.
- **Business Growth:** More than doubled sales to over \$33m in less than a year without increase in headcount. Exceeded 5-year business plan to achieve \$175m in cumulative sales.
- **Sales Execution:** Lead the organization to closing largest General Field Service Account in Company History (PDD Power - Over \$10m)

### **Area Sales Manager, Enterprise | June 2001 – October 2003**

Area Sales Manager for Motorola mobility products in the Springfield market. Completed first year over 150% of plan and was awarded "Rookie of the Year". Following year at 220% of plan and awarded "ASM of the Year" by landing several large accounts totaling over \$30m in sales. Exceeded quota and earned President' Club each year.

#### **Individual Achievements:**

- Rookie of the Year and ASM of the Year
- Qualified for Presidents Club Award each year
- Shark Team - select group reporting to President
- Selected for Management Development Program held in Japan
- Promoted to National Sales Manager

## **SONY CONSUMER ELECTRONICS | Springfield, IL | April 1997 – June 2001**

### **Business Unit Sales Manager – Professional Solutions Division**

Managed three Manufacturers Representative Organizations and inside sales personnel. Directed the efforts of five salespeople within the Midwest Region of the Business Unit with a primary focus in the Retail Channel. This included responsibility for achieving all revenue and expense objectives, development and implementation of the marketing plans as well as led in sustaining the channel strategy for the General Manager of the Business Unit.

**Achievements:** 150%+ attainment of all revenue and expense objectives in 3 of 4 years.

## **EDUCATION**

### **SPRINGFIELD UNIVERSITY | SPRINGFIELD, IL**

- Bachelor of Science in Marketing | Minor in Sales Management | Graduation 1997