

# XXXX X. XXXXXXXXX

CITY/STATE | PHONE | EMAIL | LINKEDIN URL

CLIENT REQUESTED A SIMPLY STATED RESUME WITH LESS BOLDING & CREATIVENESS

SAP | DELTEK | xxxxx (MILITARY)

## SUMMARY

**Innovative and bottom-line-driven multiple award winning global Senior Sales Account Executive with 18+ years of experience.** Focused on Digital Transformation of Enterprise Level customers. Demonstrated leadership as software sales and sales manager in the Aerospace & Defense Division at SAP. Strategic relationship builder who has worked with numerous large A&D customers and government contracting firms including Northrop Grumman Corp, Rolls Royce NA, Meggitt and Moog. Proven results providing comprehensive enterprise level product knowledge and selling a variety of digital transformation solutions. Helping customers in digitization of products and services while expanding into new industries and markets. Keen ability to meet quota consistently, and even beyond (150% Quota, SAP, 2016). A highly focused business development and team leader who has executed detail-oriented marketing capture projects for new and existing geographic territories. Organized and a highly disciplined professional focused on milestone and quota achievement who remains hardworking and focused throughout the sales cycle.

## CORE COMPETENCIES

- Enterprise Software ERP, Platforms, Solution Selling, Account Management
- Complex Sales, Contract Negotiations
- Business Development, Go-To-Market
- Digital Enterprise: HANA Platform Database, Industry 4.0, SAP ERP, ECC ERP
- Predictive Analytics, Sensory, Machine-to-Machine (M2M), IoT, Industry 4.0
- SuccessFactors (Cloud), Employee Central HRIS, Talent Development
- Ariba (Cloud), Spend Visibility, Contract Mgmt., Procurement, & Supply Chain Network
- Governance, Risk & Compliance
- Business Intelligence, Program Management
- Revenue Growth, Cost Reduction, Outcome Based Results in TCO Through Business Case Development
- CRM Navigation, Salesforce.com

## PROFESSIONAL EXPERIENCE

### **XXX, Washington, DC., Senior Account Executive, Aerospace & Defense**

**2011 - Present**

Charged with leading a virtual 25-member global team through Digital Transformation and Innovation in the areas of prospecting, qualifying, and selling and closing of new business to top strategic accounts. Ensures account teams and partners are well versed in each account's digital strategy and proficient in all of SAP offerings including LOB solutions (CRM, Supply Chain, HCM, et. al) and technology solutions (Business Analytics, IoT, Mobility, HANA Database and Technology, et. al).

- Sales Strategies: Develops specific account plans to ensure revenue target delivery and sustainable growth.
- Prospective and Industry Trends: Remains current of technology footprints, growth plans, the competitive landscape including the review of public information related to potential clients and competitors.
- Territory and Account Leadership: Leads the designated territory in the areas of accounts, relationships, profiling, sales cycles; encourages accounts to SAP references and the Sales/Software License/Cloud Subscription Revenue.
- Business Planning: Develops and delivers comprehensive business plans; utilizes VE, benchmarking and ROI data.
- Pipeline Planning Methodologies: Disciplined approach to maintain a rolling pipeline for current and upward curve.
- Pipeline Partnerships: Collaborates with support organizations (Marketing, inside sales, partners and channels) resulting in funneling pipeline into the assigned territory.



