

GORDON ELLIOT

1234 Street Rd. Toronto, On A1B 2C3 (905) 555-5555 MemberServices@HigherBracket.ca

PROFESSIONAL PROFILE

LOYALTY | LEADERSHIP | RELIABILITY

- **Sales Manager with 10+ years experience in managing cross-cultural teams in multiple industries.**
- **Confident communicator with excellent listening skills; excels at negotiation and relationship building.**
- **Goal-driven and results-oriented leader with the ability to guide organizations to successful new heights and higher revenues.**
- **Customer driven relationship specialist with proven experience managing all levels or projects and people including VP and C-level relationships**

CORE COMPETENCIES

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|------------------------------------|---|---------------------------------|
| ▪ Relationship Management expert | ▪ Strategic Thinking | ▪ General Management/Leadership |
| ▪ Budgeting | ▪ Implementation | ▪ Operations |
| ▪ Sales forecasting | ▪ Risk and Opportunity Management | ▪ Coaching/Mentoring |
| ▪ New Business Development | ▪ Developing Marketing Strategies and Materials | ▪ Business Acumen |
| ▪ Existing Client Retention Expert | ▪ Team Meetings and Presentations | ▪ Project Management |
| ▪ Account Management | ▪ Change Management | ▪ Negotiation and Strategizing |
| ▪ P&L Responsibility | | ▪ Business Analysis |
| | | ▪ Conflict Resolution |
| | | ▪ Marketing |
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PROFESSIONAL EXPERIENCE

ABC CORPORATION - TORONTO, ON, CANADA

2008 – Present

Director of Sales & Marketing

RESPONSIBILITIES

- Responsible for all sales and marketing efforts
- Lead a team of 30 indirect and 5 direct reports
- Reported directly to the President of Canadian Operations
- Participate and sometimes lead team meetings and employee reviews, including encouraging feedback and involvement from all levels of organization and management team.
- Successfully negotiated a number of medium to large deals with VP and C-level customer relationships
- Responsible for marketing efforts including developing a new sales and marketing strategy and materials
- Tasked with developing the new system for tracking sales pipeline, working closely with other department heads such as IT.