

XANDER BLAKEWOOD

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GLOBAL SALES MANAGER - Executive Account Management

Versatile leader and executive partner with 25+ years of experience and a recognized history of propelling strategy to revenue in the development of multimillion-dollar accounts with Fortune 500 and industry leaders. Known for driving massive market share gains and leading organizations to increased revenue and growth. An exceptionally skilled relationship builder who achieves long-term retention, cultivates strong sales teams to manage international and global accounts, and coaches others in producing unparalleled performance in revenue and profit growth. Innately driven to succeed.

SKILLS

Growth Leadership | Domestic & International Sales Operations | Quota Achievement | Full P&L C-Level Relationships | Global Team Development | Cross-Functional Communication | Field Sales Relationships Business Acumen | Operations Excellence | Strategic Planning | Results-Focused | Metrics-Driven

WORK EXPERIENCE

Teradyne, Orlando, FL • Sr. Sales Director & Executive Account Manager • (06/2019) - Present

- Reported directly to VP of Worldwide Sales, led all aspects of business operations for the Texas Instruments account, as if it were an independent entrepreneurial venture. Served as lead strategist in analyzing current corporate environment and competitive advantages to define a winning position or identify improvements.
- Led domestic and international sales teams driving \$100+ Million annually in revenue and bookings, managing an account comprised of 30,000 employees worldwide in 8 different countries.
- Deployed Worldwide Customer Team processes both domestically and internationally, yielding 90%+ market share at Texas Instruments (TI), including both product and services
- Drove all phases of the operational and sales cycles by developing and executing cross-functional efforts
- Led and produce high levels of customer satisfaction across international and global regions, consistently exceeding customer expectations.
- Consistently exceeded \$70+ Million in annual sales quotas.
- Awarded for Supplier Excellence multiple times.

Advantest Corporation, Atlanta, GA • Regional Sales Manager • (01/2010 - 06/2019)

- Reported directly to Director of USA Sales, led a record-breaking account team to manage TI worldwide assembly test sites, with bookings over \$100 Million in products and services; also managed smaller accounts in Central region.
- Maintained \$70+ Million in product revenue and \$20 Million in service contracts for TI, representing 10% of all Teradyne revenue.
- Booked largest order in company history at \$151 Million in Cash (without shipping products) – even in a downturned economy.
- Received multiple Supplier Excellence Awards and consistently met and exceeded goals and objectives.

EDUCATION AND CERTIFICATIONS

Southeastern State University, Atlanta, Georgia • B.S. Chemistry (2008)

American Evaluation Association (AEA), Atlanta, GA

Management Development Program (2012)