

VIVIAN JENNINGS

The role you are applying for?

+1-457-351-2842

@ elonmusk@fakemail.com

linkedin.com/_name_

📍 Detroit, MI

ACHIEVEMENTS



I am proud of

Formed fully operational technical sales department with \$3M annual sales within 6 months



Doubled down on turnover

Increased sales department turnover by 30% in an extremely talent demanding niche



Leadership

Led a strategic technical system upgrade to reduce client onboarding costs by 30%, saving on average \$750,000 a year

EXPERIENCE

2018 - Ongoing

Detroit, MI

Sales Director

AY Security Services

- Developed and executed a strong talent management plan that reduced average department turnover by 20% and increased average quota surpass by 25%
- Developed a growth strategy for a new technical sales department with \$3M annual sales
- Revamped account executive system that led to 30% growth in annual key partnerships and landed 7 new Fortune 500 clients.

2015 - 2018

Detroit, MI

National Sales Director

AY Security Services

- Expanded technical sales department operation over 20 new state and 15 countries
- Led an enterprise-wide sales software update initiative that reduced sales support cost by 30% for every new client company onboards
- Launched data-driven sales department to analyze key industry trends which extended company's reach into six new IT verticals and markets.

2012 - 2015

Detroit, MI

Regional Sales Manager - MENA

Heller

- Improved parts logistics by setting up 2 additional PDCs (from 1 to 3)
- Closed Revenue USD 22M in Professional Services and USD 10M in Licenses
- Won new large opportunities and secured business with OEMs and Distribution (22 people, \$130M).
- Achieved 14% growth in specification sales to Architects and EndUsers
- Managed and led two Sales Managers to their top awards as 2nd and 3rd top Sales Managers in Vismin.

2008 - 2012

Detroit, MI

Sales Executive

Renner-Kub

- Appointed member of Avanade Global Sales Advisory Panel in 2002
- Developed robust pipeline (>\$3.2MM) within 90-days upon arrival.
- Increased Merchandise sales by 800% in 3 years
- Closed 80+ customers and enroll 40 VARs and 6 VADs
- Led the acquisition of FieldLocate and increased account base by 300%

EDUCATION

2011 - 2012

MBA In Marketing

University of Pittsburgh

2006 - 2010

Bachelor of Marketing

University of Pennsylvania

INDUSTRY EXPERTISE



LANGUAGES

