

MICHAEL ROBERTSON

Sales Manager - B2B Technology

PROFESSIONAL SUMMARY

Results-driven Sales Manager with 8 years of experience in B2B technology sales.

KEY ACHIEVEMENTS

- Exceeded annual sales targets by 35% for 3 consecutive years

PROFESSIONAL EXPERIENCE

Sales Manager | CloudTech Solutions | 2019 - Present

- Manage team of 8 sales representatives covering enterprise accounts

Senior Sales Representative | TechVendor Inc. | 2016 - 2019

- Exceeded quarterly sales quotas consistently (110-140%)

Sales Representative | Software Solutions Ltd. | 2015 - 2016

- Generated \$2M in new business in first year

EDUCATION

Bachelor of Business Administration - Marketing

CERTIFICATIONS

- Salesforce Certified Administrator