



Joseph Corbin

Vice President of Sales with extensive experience driving revenue growth for large-scale businesses. Dedicated leader and strategist who sets viable short- and long-term growth plans and motivates teams to achieve 100%+ of goals. Committed to ongoing professional development and education. Earned MBA from University of Pennsylvania.

Professional Experience

VP of Sales

ABC Corporation, Philadelphia, PA April 2015 to Present

- ◆ Conceive and develop sales and client relationships strategies fueling market share growth of this industry leader
- Consult and advise executive team on high-potential client and market opportunities
- Lead 10 direct and 80 indirect reports
- ◆ Launched a new merit-based bonus plan that helped motivate 80% of sales reps to set new personal records in the first two years of implementation
- Streamlined internal sales processes, raising the bottom line by \$400K

VP of Sales & Business Development

XYZ Corporation, Philadelphia, PA April 2007 to April 2015

- Led a top-caliber sales team charged with growing a lucrative new market for this large corporation with a presence in nine countries
- Set and executed plan to capture market opportunities and grow client relationships with key industry players
- ◆ Motivated team to exceed quota by +20% on average for eight consecutive years despite severe early challenges posed by the 2008 financial crisis
- ◆ Co-developed formal training and talent development program to help sales associates hone their skills and build up-to-date industry knowledge

Prior Experience

Advanced through a series of client relations and sales management roles for 123 Incorporated (Philadelphia, PA). Gained a strong foundation in key leadership principles.

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Education

University of Pennsylvania,
Philadelphia, PA

- Master of Business Administration (MBA)
- Bachelor of Science (BS) — Economics

Key Skills

- Client Relations
- Coaching & Mentoring
- Customer Satisfaction
- Market Share Growth
- New Market Penetration
- New System Implementation
- Organizational Development
- Project & Program Management
- Strategic Business Development
- Strategic Planning
- Targeted Resource Allocation
- Team Leadership Motivation