

Robert Brown

Chief Revenue Officer (CRO)

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Summary

Dynamic sales leader with 19+ years of experience in revenue growth, business development, and go-to-market strategies. Expertise in scaling startups and closing multi-million-dollar deals.

Work Experience

Chief Revenue Officer | GrowthMax | 2019 - Present

- Increased annual revenue from \$20M to \$100M within 3 years.
- Built and led a high-performance sales team, achieving 150% quota attainment.
- Expanded global partnerships, adding \$50M in pipeline value.

VP of Sales | EnterpriseX | 2012 - 2019

- Developed and executed sales strategies that grew revenue by 300%.
- Established key enterprise accounts, closing deals worth over \$25M.

Skills

Revenue Growth & Strategy, Business Development, Enterprise Sales, Go-to-Market Strategy, Sales Leadership & Team Building

Education

MBA in Business Strategy, Columbia Business School

B.S. in Economics, University of Chicago