

MIGUEL SANTOS

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EXECUTIVE SUMMARY

Senior sales leader with 10+ years of experience driving digital transformation and business growth. Proven track record of leading high-performance teams, implementing strategic initiatives, and delivering solutions that generate measurable ROI across global markets.

CORE COMPETENCIES

Strategic Leadership	Team Management	Digital Transformation
Sales Operations	Sales Analytics	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

Regional Sales Manager
TechCorp Solutions | 2014 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 521+ employees
- Delivered \$3M+ in annual revenue growth through strategic sales operations implementations
- Built and led global teams of 39 professionals across 4 countries
- Reduced operational costs by 26% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Management | Chicago Booth | 2012
Bachelor of Science in Communications | Chicago Booth | 2010

- Professional Certifications:**
- SPIN Selling Certified
 - Challenger Sale Methodology