

MICHAEL BROWN

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EXECUTIVE SUMMARY

Senior sales leader with 5+ 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
Channel Sales	Partner Management	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

Chief Revenue Officer
Microsoft | 2019 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1099+ employees
- Delivered \$9M+ in annual revenue growth through strategic channel sales implementations
- Built and led global teams of 33 professionals across 6 countries
- Reduced operational costs by 32% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Business Administration | Harvard University | 2015
Bachelor of Science in Marketing | Harvard University | 2013

Professional Certifications:

- HubSpot Sales Certified
- Challenger Sale Methodology