

# Graham Winder

Sales Manager - APAC at Conga - Automating Document Generation from Salesforce

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## Summary

With a passion for the Salesforce.com ecosystem, I am privileged to be responsible for Sales across APAC for Conga (AppExtremes). Conga is the leading Document Generation tool for Salesforce.com that seamlessly integrates with other class leading cloud applications such as DocuSign, Adobe eSign, Google Drive and Box.com to name a few. Conga creates documents at the click of a button and primary use cases include, Quotes, Proposals, Contracts, Account Plans, Reports, Presentations and much more. I am also trained to Salesforce ADM-201 level.

Previously my experience was as a Business Development and Management professional with an in-depth knowledge of cloud software applications including CRM, Marketing Automation, Recruitment / HR Software, Application Tracking Systems, Job Posting, Talent Acquisition and Workforce Management, Time-sheet, Payroll, Billing & Accounting Software. I love everything to do with the Cloud and am always looking to find ways to automate everything!

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## Experience

### **Sales Manager - APAC at Conga**

September 2015 - Present (1 year 1 month)

Responsible for Driving Revenue & Growth directly to our end-user customers and via the Channel through our network Systems Integrators, Resellers and Salesforce.

Conga is the leading Document Generation tool for Salesforce.com that seamlessly integrates with other class leading cloud applications such as DocuSign, Adobe eSign Google Drive and Box.com to name a few. Conga creates documents at the click of a button and primary use cases include, Quotes, Proposals, Contracts, Account Plans, Reports, Presentations and much more.

For more info, check out [www.congamerge.com](http://www.congamerge.com) or refer to our listing on the Salesforce Appexchange; <http://sforce.co/1cw10lo>

### **Sales Manager - NSW & QLD at Astute Payroll**

February 2014 - September 2015 (1 year 8 months)

Astute Payroll is a cloud-based Time-sheet, Payroll & Invoicing Software application for Recruitment and Labour Hire. Astute Payroll automates all processes including; Time-sheets, Compliance, Approval, Expenses, Payroll, Pay/Award Interpretation, Invoicing and integrates with leading recruitment CRM & GL systems such as Jobadder, Bullhorn, ClicktoCloud, MYOB and XERO.

In this role I was responsible for winning new business and my Greatest Achievement was Winning companies High Flyers Award in July 2015 for Outstanding Achievement for the last quarter of 2015 where I achieved 137% of target. I also led the implementation of Salesforce into the business to drive and enable greater sales efficiencies and reporting.

### **General Manager at Athlete Lab**

November 2012 - October 2013 (1 year)

12 month Assignment - Responsible for the management and turnaround of a start-up indoor performance cycling studio for cyclists and triathletes in Sydney CBD;

Tripled Membership Revenue & Membership base.

Completely restructure the overall operational management of the business and processes utilising cloud technology including Google Apps, Mindbody Online, Constant Contact, Xero accounting.

Hired a completely new team of part-time and permanent staff including a new Head Coach.

Complete financial management and KPI reporting.

Developed strategic alliances with corporates and charities, managing a significant number of charity events to expose the Athlete Lab brand through media channels such as SBS Cycling Central, Cyclist and Triathlon 220 Magazine and Social Media. Some of these include Macquarie Group, CBA, PWC, Amazon, Deloitte, UBS, AMP, Barclays and also the Corporate Cycling Challenge where Athlete Lab was the main training partner.

Key charities were Conquer Cancer & the Chris O'Brian Lighthouse foundation, The Black Dog Association and the Muscular Dystrophy Association.

### **Business Development Manager at JobAdder.com**

March 2012 - October 2012 (8 months)

JobAdder.com is Cloud / Web-based Recruitment and Job Posting Software Solutions for both Recruitment Agencies and Corporate / Internal Recruitment Teams.

Responsible for the development of new business in Australia and New Zealand (ANZ) for Jobadder's Cloud / Web-based Recruitment Software and Job Posting Solutions.

Organised highly successful information and networking events, inviting senior decision makers to CEO level from Australia's top recruitment firms.

### **Sales Manager at Click to Cloud**

May 2011 - March 2012 (11 months)

Click to Cloud Pty Ltd is a privately held Australian based business that was founded in 2009. The company is developing industry-focussed business software applications using Cloud Computing technologies like Salesforce.com, Amazon S3 and Google Search appliance.

As a start-up, I was responsible for the development of new business and won in excess of 40 new clients in 9 months including Future People, Talent Path, Tactical and Oakton Consulting

**Business Development Manager at Bond International Software**

May 2009 - April 2011 (2 years)

Responsible for the development of new business throughout Australia for 'Bond Adapt' - Recruitment Software

Consulting with clients around best practice and business process improvement within recruitment and software training.

**Account Manager - Vendor & Telecommunications at Real Time Australia**

January 2007 - February 2009 (2 years 2 months)

As an Account Manager at Real Time, my role was to focus on the Account Development of our Major clients within the Vendor and Telecommunications space. Predominantly, I focussed primarily on opportunities within the Sales, Market and Product Management space though still worked on technical roles to, such as Storage Engineers, Telco Engineers etc.

**Senior Recruitment Consultant at Executive Network Sales Ltd**

January 2006 - November 2006 (11 months)

Senior Consultant. Responsible for developing the IT & Telecommunications Sales Recruitment Division.

Executive Network Sales is an associate Recruitment Company of the Pertemps Group.

**Recruitment Consultant / Senior Consultant at Austin Benn & Robson Taylor Selection**

November 2002 - December 2005 (3 years 2 months)

Robson Taylor

Recruitment Consultant working for the UK's leading IT Sales Recruitment Company. This involved the recruitment of Senior Level Sales Professional to Director level into most of the World's leading IT & Telecommunications companies.

Austin Benn

Recruitment Consultant, working for one of the UK's leading Sales Recruitment Companies. This involved the recruitment of Sales Professionals for many of the UK's leading companies within the Construction, Engineering, Technology & FMCG Sector.

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**Skills & Expertise**

**Recruitment Software**

**Job Posting Software**

**Recruitment Technology**

**Applicant Tracking Systems**  
**Recruitment Websites**  
**Career Websites**  
**Mobile Recruitment Applications**  
**Mobile Applications**  
**New Business Development**  
**Cloud Computing**  
**Recruitment**  
**Sales Management**  
**Account Management**  
**Sales Recruitment**  
**Recruitment/Retention**  
**Employer Branding**  
**Salesforce.com**  
**Talent Acquisition**  
**Talent Management**  
**Marketing Automation**  
**Recruiting**  
**Business Development**  
**Contract Recruitment**  
**Strategic Sales**  
**Technical Recruiting**  
**Lead Generation**  
**Training**  
**Social Media Marketing**  
**Strategy**  
**CRM**  
**Leadership**  
**Management**  
**Sales**  
**B2B**  
**Start-ups**  
**Consulting**  
**Product Management**  
**Email Marketing**  
**Telecommunications**  
**Sales Process**  
**Business Process Improvement**  
**Executive Search**  
**SaaS**  
**Professional Services**  
**Cold Calling**  
**Recruitment Advertising**  
**Sourcing**  
**Direct Sales**

## **Strategic Partnerships**

### **Building Relationships**

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## **Certifications**

### **Triathlon Development Coach - Level 1**

Triathlon Australia      May 2013

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## **Education**

### **Talentforce Academy**

Salesforce ADM-201 Certified Administrator Course, Salesforce, 2015 - 2015

Grade: TBC

### **Arthur Terry**

A-Levels - Geography, English Language, Economics, 1986 - 1991

Activities and Societies: Football, Rugby & Cricket

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## **Interests**

Triathlon, Cycling, Running, Swimming, Cloud Computing, Traveling & Visiting Places of Interest and Reading and Learning about stuff!

Challenge Cairns - IronMan Finisher 2011

Port Macquarie Half IronMan Finisher 2011

Port Macquarie Half IronMan Finisher 2010

Forster Ultimate Triathlon Finisher

Various Olympic, Sprint and Club Distance races

NorthFace 100 Ultra Marathon Pairs Finisher 2010

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## 14 people have recommended Graham

"When making comparisons on a new Recruitment and Jobpost System for i-recruit, Graham was pivotal in our final purchasing decision. We loved the product of course, but we also appreciated Grahams informative sales process, his follow up and his accessibility. Graham knew we were a boutique agency, however his fresh enthusiasm and customer service levels made us feel as though we were a large National entity. I thoroughly recommend Graham for his professionalism, understanding of IT systems and the recruitment process as a whole."

— **Simone Henderson**, was Graham's client

"Graham has been the key point of contact with the delivery of our new CRM system Bond Adapt. We found Graham to be extremely professional and personable. His flexibility and positive work ethic has made the process seamless. I would have absolute confidence in recommending Graham to future clients."

— **Hamish McCombie**, was Graham's client

"We recently decided to start using BOND Adapt DB SW. Graham from the initial contact to service roll-out has been very open and helpful. Always open to help and discuss. I am impressed with his level of professionalism and highly recommend him and indeed his excellent Adapt software."

— **Neil Bevan**, was with another company when working with Graham at Bond International Software

"Graham is a tenacious and thoughtful business developer. He focuses consistently on delivery and solutions based upon a solid understanding of his clients needs. Having worked with him on numerous high level recruitment engagements I can genuinely say that his passion for forging well grounded business relationships is as inspiring as it is effective."

— **Ben Margerison**, worked with Graham at Real Time Australia

"I have worked with Graham over the last 6 months. During his time I have found Graham to be one of most dedicated professionals in his area. He has a genuine interest in the needs of both his clients and candidates and go to extraordinary lengths to achieve wins for both parties. On a personal note Graham is a warm and friendly guy whom is a pleasure to work with every day. I have no hesitation in recommending Graham and the service he provides."

— **Stewart Mason**, managed Graham at Real Time Australia

"Graham is an ethical and effective recruiter, who focuses creating honest relationships so that all parties are informed of relevant information. For an open recruiter with integrity and knowledge, I would highly recommend Graham."

— **Ben Smart**, worked directly with Graham at Real Time Australia

"I worked with Graham at RTS. He was a great guy to work with and great fun socially. A real genuine person who cares about the quality of the work he delivers to clients and candidates. I have no hesitation in recommending him."

— **Mark Hobson**, was with another company when working with Graham at Real Time Australia

"I worked with Graham for over 12 months and found him an extremely professional and knowledgeable recruiter. Graham will be an asset to any organisation."

— **Matt Ellis**, managed Graham at Executive Network Sales Ltd

"Graham was a pleasure to work with during his time at Executive Network Sales Ltd. He was a passionate team player who always strived for quality and excellence in his work. A motivational and approachable recruiter who I would recommend without hesitation."

— **David Jones**, worked directly with Graham at Executive Network Sales Ltd

"I can honestly say that Graham is one of the most dedicated and hard working individuals I have met in this business. Not only is he a great guy who is sincere to all he meets but he is also a passionate chap who never thought twice about putting the hours in to be as succesful as possible. I wish him all the luck in his future and I'm sure he will be a success whatever he does."

— **Stew Wilson**, worked directly with Graham at Executive Network Sales Ltd

"Graham is a very good colleague to have in any business. He has a very professional and honest approach in everything he does and has been instrumental in developing highly successful sales teams within leading IT and Telecoms companies throughout the UK. He has certainly proved to be an asset to his clients, as most of them just use him, not only because of the quality of service provided but mainly due to the trusting relationships he has developed."

— **Paul Thomas**, worked directly with Graham at Executive Network Sales Ltd

"Graham is a senior consultant with ENS and is a driven and focussed individual. I would recommend him highly."

— **Rachael (Curran) Fennessey MIRP 07795 276 794**, managed Graham indirectly at Executive Network Sales Ltd

"Graham is a dedicated recruitment consultant, highly consultative, well connected and dedicated to both his clients and candidates"

— **Richard Edgerton**, was with another company when working with Graham at Austin Benn & Robson Taylor Selection

"Having worked with Graham for almost two years I would certainly recommend him. His consultative approach really works, he has the ability to understand peoples requirements and deliver what they want - either in finding the right opportunities for his candidates or identifying the right type of people for his clients."

— **Andrew Edge**, worked directly with Graham at Austin Benn & Robson Taylor Selection

[Contact Graham on LinkedIn](#)