

MICHAEL THOMPSON

Tech Sales Manager

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Austin, TX

PROFESSIONAL SUMMARY

Accomplished tech sales manager with over 11 years of experience leading high-performing teams in the software and SaaS industries. Expertise in creating sales strategies, managing large client accounts, and driving revenue growth. Proven track record of increasing team performance by 40% and exceeding sales targets consistently.

LinkedIn: /in/michaelthompson

EDUCATION

Bachelor of Business Administration (BBA)

University of Texas at Austin, TX
Graduated: May 2013

Certified Sales Leadership Professional (CSLP)

Sales Leadership Academy, 2019

SKILLS

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| SaaS Sales & Strategy | Expert |
| Team Leadership & Management | Expert |
| High-Value Sales Negotiation | Expert |
| Sales Forecasting & Reporting | Expert |
| Client Relationship Management (CRM) | Expert |
| Strategic Account Management | Expert |

EXPERIENCE

2018 - Now

Tech Sales Manager DataTech Solutions / Austin, TX

- Lead a team of 10 sales representatives in selling enterprise-level SaaS solutions, providing strategic guidance to drive a 35% increase in annual revenue.
- Develop and implement a comprehensive strategy that streamlined the process, shortened the sales cycle by 20%, and improved lead qualification procedures.
- Manage key accounts and negotiate large contracts worth \$500,000 to \$3 million, focusing on building long-term, profitable relationships with clients across various industries.
- Establish sales KPIs, track performance using CRM software (Salesforce), and provide coaching and feedback, resulting in a 25% increase in team efficiency.
- Provided ongoing training and professional development opportunities for the sales team, including product knowledge workshops and negotiation tactics, improving overall team performance and morale.

2014 - 2018

Sales Team Lead Innovative Software Inc. / Austin, TX

- Directed a team of 5 representatives selling business intelligence software, developing tailored sales strategies to close deals with mid-sized businesses.
- Created performance-driven sales targets and mentored team members, resulting in a 120% achievement of quarterly goals over four consecutive quarters.
- Worked closely with marketing and product teams to develop custom pitches and proposals for high-priority accounts.
- Trained and mentored junior sales reps, fostering a collaborative and high-energy environment that contributed to a 30% increase in retention.