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Brian H. Valentine

94 Province Rd ● Poughkeepsie, NY 15876 ● Home: 802-555-0121 ● Cell: 802-555-9213 ● someone@example.com

SALES MANAGER

North America ● Latin America ● Europe ● Asia ● Middle East

Value Offered

Ten years of experience leading international sales organizations and multinational teams to exceed revenue and profit goals.

Proven track record of driving multimillion-dollar growth and global expansion.

Specialized skills in B2B technology sales to diverse-industry clients worldwide.

Strong command of international business protocols and experience conducting business with foreign governments and executives across the globe.

Expert relationship builder, channel developer, negotiator and sales strategist.

Key Skills

Global Market Expansion Strategies

Territory Startup & Turnaround

Business & Channel Development

Strategic Partnership Building

Sales Team Training & Management

Key Account Management

Complex Negotiations & Sales Cycles

Forecasting & Market Analytics

Representative Clients

Global 2000 Manufacturers:

ABC Global, Inc.
Widgets, Inc.
Industry Corp.

Foreign Governments:

France, Spain, Brazil
Hong Kong, Malaysia
Saudi Arabia, Jordan

Fortune 500 Retailers:

XYZ, Inc.
Retail Giant Corp.
J-Mart, Inc.

Career Progression

ACME, INC. — New York, NY / Mexico City, Mexico / London, UK

International Sales Manager, 2004 to 2009

European Sales Manager, 1998

Latin American Sales Manager, 1999 to 2003

Account Executive, 1997

Progressed through a series of promotions, culminating in challenge to direct Fortune 1000 IT solution provider's global sales organization. Supervised a multinational sales force of 25+ AEs located throughout the U.S., Canada, Europe, South America, Mexico, Hong Kong and Malaysia. Managed a \$22M+ portfolio of global accounts and led all forecasting, market analytics and sales team training/development programs.

Achievement Highlights

Earned repeated commendations for sales leadership throughout +11-year tenure with Acme, Inc. Significant results include:

As International Sales Manager (2004 to 2009):

Quadrupled revenues from international accounts, catapulting non-U.S. sales from \$40M in 2004 to \$161M in 2009. Achieved 100% of quota in first year as international sales manager and exceeded targets in all ensuing years by up to 235%.

Built an A-caliber team of multinational sales talent. Recruited staff; led ongoing mentoring/training on Acme's full suite of software and network monitoring solutions; and coached consultative sales, customer care and closing best practices.

Achievement Highlights

(continued)

Landed Acme's first foreign government contracts (ranging from \$2M to \$18M), leveraging expert abilities in relationship-building and multilingual skills to conduct adept negotiations in Arabic, Farsi, French, Spanish and English.

Opened new distributor and VAR channels in 12 countries, which directly resulted in two dozen key account wins totaling \$35M.

Closed some of the largest contracts in company history, including two \$20M+ wins with Global 2000 manufacturers.

Penetrated new markets, landing first-time wins in countries including Indonesia, Saudi Arabia, Jordan, Hong Kong, Korea, Malaysia and Turkey.

Harnessed strengths in forecasting, opportunity identification, goal-setting and motivation to outdistance the competition and drive peak productivity from +25-member sales force, resulting in record-setting sales year-over-year.

As Latin American Sales Manager (1999 to 2003):

Elevated Latin American account sales by \$48M (growth of 100%) from 1999 to 2003. Met or exceeded sales targets every year despite challenges presented by an aging product platform and dwindling technical support resources.

Helped revamp Acme’s website and marketing/presentation materials to improve customized messages/appeals to Latin American nations.

Delivered first-ever business wins in Costa Rica, Venezuela and Brazil while growing existing accounts in Mexico, Paraguay, Argentina and the Caribbean.

As European Sales Manager (1998):

Demonstrated strong crisis management skills in preventing the threatened loss of \$75M+ in business from key accounts in Europe.

Took immediate, decisive steps that repaired damaged relationships, rebuilt trust and cemented loyal customer partnerships that have continued to the present day.

Education

NEW YORK UNIVERSITY — New York, NY
MBA Candidate, Major in International Business, degree expected: 2010
BS in Business Administration, dual minor in Spanish and French, 1996

Languages

Expert written and verbal fluency in Spanish, French and English
 Conversant in Arabic and Farsi

Technology

MS Office (Word/Excel/PowerPoint/Access/Project), Streaming Media, WebTrends, ACT!, Salesforce.com, HP OpenView, Windows (all), UNIX

International Travel

Have traveled extensively throughout the globe during the past ten years, living and/or conducting business in:

- UK
- Germany
- Spain
- France
- Saudi Arabia
- Morocco
- Turkey
- Jordan
- Mexico
- Venezuela
- Costa Rica
- Brazil
- Hong Kong
- Malaysia
- Indonesia
- Korea