

Danielle Reyes

IT Sales Manager

San Diego, CA 92101 | (555) 867-5310 | danielle.reyes@example.com | Portfolio

IT sales manager with 11 years of experience leading business-to-business (B2B) technology sales teams. Expert in building client relationships, scaling revenue pipelines, and driving enterprise software sales. Known for coaching high-performing teams and consistently exceeding sales targets.

Professional Experience

REGIONAL IT SALES MANAGER | SKYCORE SOFTWARE SOLUTIONS | SAN DIEGO, CA | MAY 2017 – PRESENT

- Led a team of 12 account executives and inside sales reps, increasing annual territory revenue from \$4.8 million to \$11.6 million in five years
- Closed six enterprise Software as a Service (SaaS) contracts over \$500,000 each in 2022, contributing 38% of total regional revenue
- Reduced average sales cycle from 92 to 61 days by implementing new customer relationship management (CRM)-based lead scoring system
- Trained sales reps on value-based selling strategies, improving close rates by 22% year-over-year (YoY)

SENIOR ACCOUNT EXECUTIVE | NOVATECH SYSTEMS | SAN DIEGO, CA | AUGUST 2012 – APRIL 2017

- Ranked No. 2 in national sales for three consecutive years, generating \$2.4 million in new business annually
- Partnered with product managers to tailor tech demos, increasing product demo-to-close ratio from 18% to 34%
- Secured major contracts with healthcare clients, including a \$1.1 million deal with a regional hospital network

Education

Bachelor of Business Administration (B.B.A.) in Marketing | San Diego State University, San Diego, CA
May 2012