



Charlotte Price

IT SALES MANAGER

Results-oriented IT sales manager with seven years of experience at Cisco Systems and Microsoft. Skilled in enterprise software sales, solution selling, and channel development. Drove a 35% increase in annual software license revenue and expanded partner network by 40%.

CONTACT



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LinkedIn | Portfolio



City, ST 12345

KEY SKILLS

- Enterprise software solution selling
- Channel partner recruitment & enablement
- Complex contract negotiation
- Technical product demos & presentations

PROFESSIONAL EXPERIENCE

IT Sales Manager | Cisco Systems, San Jose, CA | June 2018 – Present

- Led a team of eight account executives, achieving a 35% annual software license revenue increase.
- Recruited and enabled 15 new channel partners, boosting partner-sourced sales by 40%.
- Negotiated multi-million-dollar contracts with Fortune 500 clients, consistently closing deals at 10% above list price.

Enterprise Sales Specialist | Microsoft, Redmond, WA | February 2014 – May 2018

- Sold Microsoft 365 and Azure solutions to mid-market and enterprise customers, achieving 120% of quarterly quotas.
- Conducted technical product demonstrations to C-suite stakeholders, improving win rates by 18%.
- Collaborated with engineering teams to customize solutions, resulting in a 25% reduction in sales cycle length.

EDUCATION

Bachelor of Science in Information Technology

University of Washington, Seattle, WA | May 2013

CERTIFICATIONS

- Microsoft Certified: Azure Fundamentals, April 2017
- Cisco Certified Network Associate (CCNA), September 2015