

Michael Harris

Sales Director

VP of Sales with 18 years scaling B2B software companies from Series A through IPO. Built and led global sales organizations of up to 140 people, taking one company from \$9M to \$84M ARR over four years. Two successful exits (acquisition in 2018, IPO in 2022). Operating focus: pipeline math, sales productivity, and second-line leadership development.

CONTACT INFORMATION

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EDUCATION

MBA, Foster School of Business,
University of Washington, 2009

BA in Economics, University of
Oregon, 2005

Challenger Sales Leadership
Certification, 2017

KEY SKILLS

- Global sales organization design and scaling
- Pipeline forecasting and deal-desk governance
- Sales compensation and territory planning
- Second-line leadership development
- Enterprise and strategic account selling
- Board and CFO reporting on commercial performance
- IPO and M&A commercial readiness
- Go-to-market strategy for new product launches
- International expansion (EMEA, APAC)
- Channel and partner program development
- MEDDPIC and qualification frameworks

PROFESSIONAL EXPERIENCE

Vice President, Worldwide Sales | Quillstream Technologies, Portland, OR 2021 – Present

- Own global new business and expansion across 140 sellers in NA, EMEA, and APAC; grew ARR from \$31M to \$84M in four years.
- Led commercial readiness for the 2022 IPO, including S-1 sales disclosures, deal-desk controls, and quarterly forecast cadence with the CFO and board.
- Rebuilt the leadership bench from 6 to 14 second-line leaders, with internal promotions filling 9 of those roles.
- Restructured comp and territories in 2023 after a soft Q1, restoring rep attainment from 41% to 68% by year end.
- Personally sponsor the top 12 strategic accounts; closed 2 deals over \$4M in 2024 alongside the AEs.

Senior Vice President, Sales | Northcape Data Cloud, Portland, OR 2018 – 2021

- Scaled the sales org from 22 to 78 reps; ARR grew from \$14M to \$46M across three fiscal years.
- Hired the first international leaders for the London and Singapore offices, both profitable inside 18 months.
- Owned go-to-market for two product launches, contributing \$11.2M in first-year ARR from the new lines.
- Negotiated and closed the company's first \$5M+ contract with a Fortune 100 financial services firm.
- Reported sales results monthly to the board; led commercial diligence for the 2021 acquisition by a strategic buyer.

Vice President of Sales | Aldermark Logistics Software, Seattle, WA 2014 – 2018

- Inherited a 9-person team at \$6M ARR; grew to 34 reps and \$29M ARR over four years, leading to acquisition by a strategic buyer in 2018.
- Built the company's first revenue operations function, including CRM, forecast model, and territory carve.
- Established the channel partner program; partners contributed 24% of new ARR by year three.
- Hired and developed three directors who all remained with the acquirer post-deal.

Director of Sales | Greyfield Analytics, Seattle, WA 2010 – 2014

- Led a team of 11 AEs and 4 SDRs selling marketing analytics to mid-market retailers.

- Salesforce, Clari, and revenue operations tooling

- Grew regional ARR from \$3.2M to \$8.9M over four years, exceeding plan in three of four years.
- Designed the company's first MEDDPICC-based qualification process.
- Promoted into VP role at Aldermark on the strength of forecast accuracy and team retention.