

ENGAGED SALESCORE CANDIDATES – April 2021
Paul **201207** **Territory** Midwest - IN/IL/WI/MI

Seeking Position In	Sales and Solutions Engineer / Outside Sales
Industry	Cloud / Technology
Experience	10+ Years
Target Market	Fortune 100 and 500 – C-level
Highlights	Grew revenue for the Chicago region by 350% in 18 months, Captured 2 accounts - \$4M in revenue. Grew pipeline by 12x and revenue for the Midwest region by 125% in 6 months. Received SE MVP award in region performance.

Samantha **201221** **Territory** IL/WI/MI/IN/SC/GA/TX

Seeking Position In	Technical Sales / Sales Engineer / Outside Sales
Industry	Software / Technology / Manufacturing / Medical
Experience	4+ Years
Target Market	SMB / C-level
Highlights	Developed and implemented customized technical program solutions increasing sales by 40% in two years.

Matt **201215** **Territory** Midwest - IN/IL/OH

Seeking Position In	Sales Engineer / Technical Sales / Channel Sales
Industry	Manufacturing / Automation
Experience	15+ years
Target Market	SMB / Fortune 500
Highlights	Product Specialist for \$20 Million of categories. Exceeded sales goal of new customer revenue of \$1.5 million and margin targets in excess of 50%. Managed sales team exceeding 50% of total global sales to meet revenue targets of \$15 plus million and margin targets in excess of 60%.

Brian **201222** **Territory** Midwest - IN/IL/OH

Seeking Position In	Application Engineer / Sales
Industry	Design Engineering / Application / Robotics
Experience	6+ years
Target Market	Fortune 500
Highlights	Successfully design an automated solution that saved a client \$115k/year with a 1.52-year payback.

Drew **201223** **Territory** Midwest - IN/IL/OH

Seeking Position In	SaaS / IT Business Development / Sales Team Leader
Industry	Technology / Construction / Commercial / Electrical
Experience	8+ years
Target Market	SMB
Highlights	Sales of \$5.6M and 26.7% to \$6.97M in second year with sales team

Dan	201227	Territory	Midwest
Seeking Position In	District Sales Manager – Outside		
Industry	Industrial – Chemicals / Manufacturing- furniture distribution		
Experience	10+ Years		
Target Market	Consumer / Government / Commercial		
Highlights	Top 10% of 50+ Reps, #1 Sales rep in the state of Chicago for current company, Awarded Sales person of the year for 3 consecutive years., Increased territory sales volume year after year by 11%, Quota ranges from \$50K to over \$1mil in previous positions.		

Mike	201224	Territory	National / East Coast / State of IN
Seeking Position In	District Sales Manager – Outside		
Industry	Industrial – Material Handling / Technology		
Experience	10+		
Target Market	SMB / Government		
Highlights	Averaging more than \$2.5 mil in gross revenues, Top 10% of 100+ sales reps, Increased profit margin at current company by more than 20%, Surpassed yearly quota in 8 months, able to grow multi-state territory to more than 300 clients in a 3-person team		

Anthony	201225	Territory	Midwest – MN/MI/IL/IN
Seeking Position In	Account Management / Sales Engineer		
Industry	Manufacturing		
Experience	6+		
Target Market	Fortune 500		
Highlights	Identified as the top closer in the region. Grew territory by 60%. Top 10 in y/y growth. Closed biggest new product in current organization.		

Keith	201226	Territory	Northeast
Seeking Position In	Sales Engineer		
Industry	Technology, manufacturing		
Experience	9+		
Target Market	Fortune 500 / Mid-Size		
Highlights	2017 growth of 47%, 2018 growth 30%, 2019 growth 58%, 2020 flat (covid), 2021 25% already booked within the first 2 months of the year,		

Jay	201062	Territory	Midwest – MN/MI/IL/IN
Seeking Position In	VP of Sales / Director		
Industry	Technology – Cloud / SaaS / ERP		
Experience	25+		
Target Market	Fortune 500		
Highlights	Grew annual license revenue sales 22%. Increased revenue form new accounts from 5% to 35% of total software revenue. Grew SaaS CRM annual recurring revenue (APR) 133%. Led team that sold over 340 new account logos. Introduced a new model for managing and selling ERP in the cloud leading to over 50% of new ERP sales in the cloud over 4 years.		