

# Kate Miller

196 River Road, Lake Forest, IL 60045  
647-845-8740 | kate.miller54@gmail.com

## OBJECTIVE

Sales leadership position with a company seeking an individual with a successful track record in managing and leading productive sales teams while promoting and sustaining a high-output sales culture.

## BACKGROUND SUMMARY

- ◆ **Over sixteen years of industry sales and sales management experience**, primarily in technology products and services.
- ◆ **Achievement highlights** have included:
  - Attaining consistent individual and team success in diverse and dynamic environments
  - Engendering trust, collaboration, and achievement of shared goals
  - Leading the organization to the highest ever annual installed base sales
  - Top sales producer for multiple years

## EXPERIENCE

**ACME CORPORATION**, Lake Forest, IL, (January 2006 to present)

*A leading provider of technology solutions and services to F500 companies.*

### **Senior Sales Executive**

Hired by former top competitor to help create the new strategic sales function.

- Initiated and supported meaningful interactions with decision makers that control strategy and budget measurable, in part, by new contracts with iconic brand leaders which generated bookings of more than \$5m
- Fostered collaboration and communication to achieve outcomes beyond those directly related to Strategic Enlistment in support of long-term growth and progress
- Supported the new hire onboarding process
- Assumed responsibility for certain strategic partners (customers) at the request of management in response to organizational changes and restructuring in 2009
- Enhanced C-level prospecting initiatives

**SATALIST** Oak Brook, IL, (August 1999 to December 2006)

*A leader in training, advisory services, and software tools that enable companies to mitigate, measure, and manage compliance risk exposure.*

### **Vice President of Client Success** (2001-2006)

Key participant in the execution of a major re-organization of the sales model, assuming responsibility for the entire installed account base. Led a team of six relationship managers and five major account client managers. Developed and conducted strategic relationship management training. With each relationship manager, created the strategy and tactics for customer up-sell and renewal.

- Achieved the highest installed base sales in the history of the company for each quarter, while simultaneously introducing critical new products with their related positioning and messaging

- Promoted and achieved a success-oriented corporate culture
- Implemented the processes and structure that facilitated vital client retention and up sells
- Retained over 90% of clients including over 80% of non-contractual renewals

**Senior Account Executive** (1999-2001)

Originally joined this recent start-up, reporting to the VP of Sales and responsible for the Western Region where the company had been having little success.

- Quadrupled the number of accounts in 18 months, ranking as the top growth region nationally
- Success led the company to establish a permanent West Coast office
- Established the company in such accounts as ABC, XYZ, AAA and Big Corp
- Responsible for six of the nine accounts company-wide converted from the primary competitor
- Led an enterprise process improvement initiative to improve organizational performance

**EXXETHOS CORPORATION**, Oak Brook, IL, 1998-1999

*Company is a leading provider of knowledge-based solutions for product development, lifecycle management, and portfolio management.*

**Regional Director**

Recruited by the VP of Sales of SOBASK Software prior to its acquisition by Exxethos, charged with building sales for this start-up.

- Created and implemented cold calling best practices, sales strategies and win initiatives
- Grew the pipeline from zero to \$2 million in three months, a record for the company

**GRAILYIP SOFTWARE**, Plymouth, MI, 1996-1998

*Provider of mid-market ERP based applications.*

**National Sales Manager**, Fleet Management Business Solutions (1999-2000)

Recruited to this company for development of new accounts and management of existing accounts, gaining promotion from Account Manager after one year. Maintained management responsibility for the Fleet product as well as having to meet a quota.

- Top U.S. sales producer in FY'99 at 200% of quota
- Led the team that closed the largest deal in company history
- Closed the first four Asset Management deals in company history
- Closed first deal at full list price in company history

**BOB'S RELOCATION SERVICE**, Plymouth, MI, 1994-1996

**Sales Manager**, Commercial Division

Developed the Commercial Division including sales strategy and marketing materials.

- Increased division sales by 325%

**EDUCATION**

**UNIVERSITY OF MICHIGAN**

**B.S. Degree**, 1994