

Chris Kemp

200 West Point Drive • Raleigh, NC 27612 • (919) 555-2020

SALES EXECUTIVE

Executive-level sales management experience with award-winning record of achievement. Strong expertise selling to Insurance, banking, healthcare, and manufacturing within top Fortune 500. Highly successful in developing relationships with wide network to gain access and generate new sales opportunities. Effective Manager; able to set attainable goals and motivate sales force to achieve them.

PROFESSIONAL EXPERIENCE

TOTAL-DATA, INC., San Jose, CA 1994-present

A \$250,000,000 manufacturer of software products

Western Area Director of Sales (1998-present)

Worldwide Brand Sales Manager (1997-1998)

Southwest Regional Sales Manager (1994-1996)

- Direct sales team comprised of 20 sales reps providing sales and service for western half of North America, including the top revenue sales region.
- Represent brand software product lines, achieving 40% revenue growth per year.
- Recognized as Regional Manager of the Year in 1996.
- Earned President's Club membership (1994-1998).
- Develop and implement sales strategies and quotas and employee incentive programs; monitor trends in sales performance.

TECHNO-TEAM, Los Gatos, CA 1993-1994

An \$8 million software start-up selling storage management software to Fortune 500 accounts.

Regional director of Sales --- Southwest

- Directed sales activity in Southwest; region ranked #1 in sales in 1993 and 1994.
- Opened 23 new accounts in 12 months, yielding \$1.4 million in new revenue.
- Developed sales quotas and employee incentive programs that produced 255 sales growth.
- Regained \$1.4 million penetration previously lost to competition by design and implementation of training program and promotions.

PERIO-PERSONA COMPUTERS, San Jose, CA 1989-1993

A \$1.6 billion manufacturer of mainframe peripherals, personal computers, and LAN products.

District Manager --- Central / Southern California

- Generated sales revenues of \$22 million per year.
- Produced 30% district annual sales growth.
- Quota Club qualifier.

OFFICE SUPPLIES LTD. --- Office Products Group, St. Paul, MN

1979-1989

A \$1 billion manufacturer of office products and equipment.

District Sales Manager, Southwest District (1986-1989)

District Sales Manager, Northwest District (1984-1996)

Zone Sales Manager, Boston, MA (1981-1984)

Large Account Manager (1980-1981)

Sales representative (1979-1980)

- Achieved status in 100+ club and World Legion of Honor on seven occasions. Ranked within Top 5% in corporation in personal sales, as Sales representative and Sales Manager.
- Increased sales in district territory by 100% in tow years.
- Turned around chronically underachieving district to high growth operations.
- Managed expenses, operation budget, sales staff of 20, Field service Engineering staff, and Sales System Engineering staff.

EDUCATION

B.S. Business Management – Bentley College, Waltham, MA

Ongoing Professional Development: Sales Leadership Program. Advanced Program for Managements, Karass Negotiating Seminar, Motivating Employees Workshop