

Alexander Reed

New York, NY | (555) 456-7890 | alexander.reed@email.com | LinkedIn | Portfolio

Enterprise sales executive with expertise in high-value B2B solutions
Strategic enterprise sales professional with 10+ years of experience in complex B2B sales, key account management, and market expansion.

Professional Experience

Enterprise Sales Executive

GlobalTech Solutions, New York, NY | March 2018 - Present

- Closed **\$10 million in enterprise deals annually**, expanding market share by **20%**
- Developed a **targeted sales strategy**, increasing revenue from key accounts by **30%**
- Built and maintained relationships with **Fortune 500 clients**, ensuring **95% retention**

Senior Sales Manager

CloudSoft Inc., Boston, MA | June 2014 - February 2018

- Managed a **\$5 million client portfolio**, achieving a **120% quota attainment rate**
- Led a **team of five account managers**, optimizing sales processes

Key Skills

- Enterprise-level account management
- Consultative and solution-based selling
- Negotiation and contract management
- Market expansion and revenue growth

Education

Master of Business Administration (MBA) — Sales & Strategy May 2014
Columbia University