

KATY WINTHROP

PROVEN SALES LEADER —

RemoteSalesDirector.com

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WORK EXPERIENCE

GLOBALTECH POS

DIRECTOR OF SALES, 1999-2022

- Sold point of sale systems to the hospitality industry.
- Led the team through several transitions, such as going from server-based POS, to a cloud SaaS solution.
- Monitored and continuously improved metrics focused on revenue, sales velocity and closing ratios.
- Recruited and managed a team of high-performing account executives and sales managers and consistently exceeded targets.

FULCRUM CONSULTING

ACCOUNT EXECUTIVE, 1996-1998

SALES MANAGER, 1998-1999

- Sold ERP software and services to the restaurant industry.
- Account Manager of the Year 3 out of 3 years from a field of 12 others.
- Sold the largest account in company history for a chain of over 100 restaurants.
- Designed and executed powerful growth strategies, while maintaining a fun and positive environment.

ROOSTERS RESTAURANTS, LLC

OWNER/OPERATOR, 1994-1997

- Managed the development and expansion of an independent restaurant, expanding it to a profitable, multi-unit operation.
- Purchased a failing restaurant, improved processes and effectively increased profits by 400% within 6-months, allowing for the opening of second and third profitable locations.

HOBBIES

I love experiencing all that life has to offer! I am an avid traveler and animal lover, as well as foodie and home chef. I also enjoy fishing, hiking and camping.

KEY SKILLS

- Results oriented with strong decision-making skills and the ability to prioritize multiple objectives while meeting aggressive deadlines,
- Ability to think strategically about business, product, and technical challenges, with the ability to build and convey compelling value propositions.
- Proactive, tenacious and driven approach to work - with the ability to thrive in a fast-paced environment and manage through a variety of projects and deals at one time.
- Diligent at measuring and communicating progress to achieve targeted business results, identifying obstacles and associated remediation plans.
- Strong problem-solving skills and ability to think strategically and creatively about business problems.
- Strong executive presence, including communication and presentation skills with a high degree of comfort in communicating with both large and small audiences.

EDUCATION

UNIVERSITY OF ALASKA, ANCHORAGE
1990-1993

Major: Chemistry

MULTIPLE SALES CLASSES AND
CONFERENCES