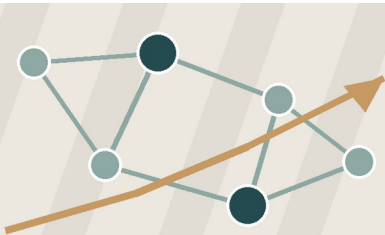


FIRST LAST NAME

Building Markets. Mobilizing Teams. Compounding Growth.

City, ST | (xxx) xxx-xxxx | email@example.com



CHIEF REVENUE OFFICER • EVP SALES • CHIEF COMMERCIAL OFFICER

Enterprise Growth • PE-Backed & Fortune 500 Experience • Commercial Transformation

Commercial growth executive with 24+ years leading revenue, business development, and go-to-market transformation across PE-backed services, industrial technology, and global consumer platforms. Trusted by CEOs, boards, and operating leaders to build high-performance sales cultures, integrate acquisitions, expand into new markets, and turn customer insight into profitable growth. Known for simplifying complex commercial problems, strengthening accountability, and creating repeatable operating rhythms that lift revenue, margin, and retention.

LEADERSHIP HIGHLIGHTS

24+ Years Leadership	\$640M Revenue Growth	\$185M Market Expansion	94% Customer Retention
Sales, business development, and commercial operations	Organic growth, integration, pricing, and GTM execution	New markets, strategic alliances, and solution expansion	Enterprise accounts, service discipline, and customer value

EXECUTIVE ASSETS

- Strategic Planning & Execution
 - Sales Leadership & Mentoring
 - Revenue Growth & Pricing
 - Market Expansion & Penetration

Technology: Salesforce | Microsoft Dynamics 365 | HubSpot | Power BI | Tableau | Microsoft 365 | CRM Analytics | ERP Reporting
- Strategic Partnerships & Alliances
 - Business Development Strategy
 - Go-To-Market (GTM) Strategy
 - Employee Training & Development
- KPI Benchmarking & Management
 - Market Intelligence & Analysis
 - Sales Forecasting & Reporting
 - Negotiation & Contract Management

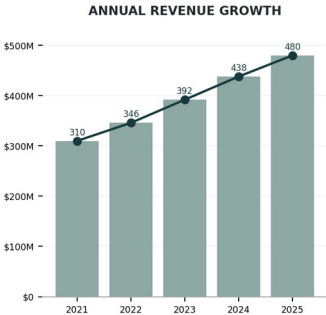
RECENT CAREER EXPERIENCE

COMPANY NAME - City, ST PE-backed commercial services platform	Date - Date
President • Chief Revenue Officer	
\$480M Annual Revenue • 650 Employees • 12 Direct Reports • \$42M Commercial P&L	

Recruited to integrate three acquisitions and restore commercial momentum after inconsistent growth, fragmented sales processes, and uneven account coverage. Unified revenue strategy, pricing, sales operations, marketing, customer success, and strategic partnerships around one operating cadence.

Key Achievements

- Expanded revenue from \$310M to \$480M in four years by rebuilding strategic-account coverage, pricing discipline, and pipeline governance.
- Delivered \$64M in incremental annual revenue through cross-selling, new solution bundles, and focused penetration of underdeveloped markets.
- Raised recurring revenue mix from 31% to 47% by adding managed-service offers and multi-year customer success programs.
- Improved gross margin 420 basis points through value-based pricing, sales compensation redesign, and contract governance.
- Increased enterprise customer retention to 94% while lifting employee engagement 16 points through clearer goals and frontline coaching.



Recent Career Experience, continued...

COMPANY NAME - City, ST | Global energy and infrastructure services

Date - Date

SVP, Sales & Business Development

\$1.2B Annual Revenue • 9 Strategic Accounts • 55-Person Commercial Organization

Recruited to rebuild a midstream commercial function and diversify revenue beyond a mature core market. Integrated sales, estimating, operations, and marketing while introducing a disciplined enterprise-account and opportunity-management model.

Key Achievements

- Elevated regional revenue to \$210M within 32 months through talent upgrades, strategic-account plans, and solution-led selling.
- Generated \$37M in new-market revenue by expanding from traditional energy services into infrastructure and industrial maintenance.
- Secured six multi-year Tier I partnerships that strengthened backlog, repeat business, and forecasting visibility.



COMPANY NAME - City, ST | Engineering, fabrication, and construction

Date - Date

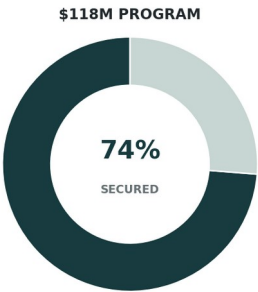
VP, Commercial Strategy

\$900M Annual Revenue • 8 Direct Reports • \$18M Business Development Budget

Reported to the COO and led enterprise business development across engineering, fabrication, and construction portfolios. Owned strategic-account planning, major pursuits, alliance development, market intelligence, and executive deal governance.

Key Achievements

- Landed a \$118M sole-source design-build program from opportunity creation through negotiation and final award.
- Produced 18% revenue growth and 260 bps EBITDA improvement through account segmentation and quarterly alliance reviews.
- Negotiated \$72M in multi-year agreements with domestic and international infrastructure clients.
- Won a \$31M fabrication project by leading a 14-member cross-disciplinary capture team.



EARLY CAREER EXPERIENCE

National Account Director • Company Name - City, ST

Regional Sales Director • Company Name - City, ST

Senior Account Executive • Company Name - City, ST

Account Manager • Company Name - City, ST

BOARD & COMMUNITY INVOLVEMENT

Board Member, Organization Name - City, ST

Commercial Leadership Mentor, Organization Name - City, ST

Advisory Committee Member, Organization Name - City, ST

Executive Sponsor, Organization Name - City, ST

Date - Date

Date - Date

Date - Date

Date - Date

EDUCATION & TRAINING

Master of Business Administration (MBA), Strategy & Marketing | University Name

Bachelor of Business Administration (BBA), Marketing | University Name

Executive Development: Strategic Selling • Advanced Negotiation • Executive Leadership

Commercial Systems: Revenue Operations • Pricing Strategy • Board Governance Fundamentals