

WALDO WEIRD

wweird@gmail.com | 585.555.1212 | www/linkedin/in/wweird | @wweird

Marketing Plan

REMARKABLE POINT OF VIEW:

Innovativeness, learning and problem solving, , risk tolerance, influencing others.

PREFERRED JOB TITLES INCLUDE:

Director, Sales Manager, Manager, Account Manager

PREFERRED FUNCTIONAL AREAS INCLUDE:

Sales management, outside sales, inside sales, consulting, account management, channel relationships, sales operations, rewards developer

SHORT POSITIONING STATEMENT:

Achieves success through others, analytical problem solver, quality focused, team builder of inside sales teams that deliver profit driven performance.

LONG POSITIONING STATEMENT:

Strong Inside Sales Manager, who has successfully implemented programs and identified KPI's to improve process and efficiency. Rare breed of sales professional who believes in accurate data and forecasts for sales success. Exceptional decision-making and prioritization skills and a proven ability to develop and promote talent.

Solid blend of sales and management skills, technical sales, telecommunications sales, business solutions, and leadership skills. The ability to make tough decisions. Focus on refinement of process and improvement and growth of others. Positive workplace citizen.

TRANSITION PATH:

Years	2000 - 2002	2002 - 2006	2006 - 2007	2007 - 2008	2008-2009	2009 -2011	2010-2011
Industry	Retail			Business Solutions/SaaS	Telecom	Telecom	Telecomm
Role	Sales	Department Management	Sales	Channel Account Manager	Software Sales Consultant	Sales Management	Sales Management/ Outside Sales

TARGET MARKET:

Technology, Technology Services, Telecommunications, Professional Services, Hardware, Software, Outsource Providers

TARGET GEOGRAPHIC AREAS:

Primary: Rochester, NY or remote with some travel (20%)

Target Company/Business Unit Size: No preference. It's about the opportunity.

TARGET CORPORATE CULTURE:

A LONG LIST REFERENCEABLE CUSTOMERS, customer service/customer experience focused, challenging, rewarding, cooperative and transparent environment; strong strategic vision and planning structure in place that sets realistic goals and achieves them.

Values company to employee relationships. Not interested in strict command and control environments.