





MILO HARRINGTON

VP OF SALES

CONTACT

m.harrington@email.com 
(123) 456-7890 
Durham, NC 
[LinkedIn](#) 

EDUCATION

Master of Business
Administration
Duke University
2011 - 2013
Durham, NC

Bachelor of Science
Business Administration
Duke University
2007 - 2011
Durham, NC

SKILLS

Microsoft Dynamics 365
QlikView
Showpad
Varicent
Yesware
Aviso
Zoom
InsideView
Lessonly
HelloSign

WORK EXPERIENCE

VP of Sales

Cree Inc.

2019 - current / Durham, NC

- Led the implementation of Microsoft Dynamics 365, which resulted in a 29% reduction in sales cycle time.
- Utilized QlikView analytics to provide actionable insights to the sales team, leading to a 21% **increase in lead conversion rates**.
- Enhanced sales collateral management by leveraging Showpad, resulting in a 31% improvement in sales presentation quality.
- Spearheaded a comprehensive training program on Varicent that led to a 38% increase in sales team motivation and productivity.

Senior Account Executive

QuintilesIMS

2016 - 2019 / Durham, NC

- Implemented Varicent sales compensation management system, leading to a 23% increase in sales team motivation and productivity.
- Optimized email outreach with Yesware email tracking and analytics, resulting in a **12% increase in email response rates**.
- Executed Aviso predictive analytics to identify high-value prospects that contributed to a 23% increase in annual revenue.
- Achieved a 97% customer satisfaction rate by effectively utilizing Zoom for virtual sales presentations.

Sales Associate

Burt's Bees

2013 - 2016 / Durham, NC

- Leveraged Lessonly for sales training, leading to a 17% improvement in new hire onboarding efficiency.
- Streamlined contract signing with HelloSign, reducing the contract turnaround time by 58%.
- Collaborated with marketing to improve lead generation, resulting in a 24% increase in qualified leads.
- Conducted targeted sales training in the sales department, which **enhanced deal close rates by 14%**.