

Michael Johnson

Sales & Business Development

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Education

Stanford University, Palo Alto, CA

June 2016

Graduate School of Business, Master of Business Administration (MBA)

Concentration: Marketing & Business Strategy

Work Experience

Sales Manager

March 2020 – Present

Oracle Corporation, San Francisco, CA | Cloud Sales Division

- Developed and implemented strategic sales plans, resulting in a 35% increase in revenue.
- Led a high-performing sales team, exceeding quarterly targets by an average of 20%.
- Established partnerships with enterprise clients, securing contracts worth over \$5M annually.

Business Development Executive

July 2017 – February 2020

Amazon Web Services (AWS), Seattle, WA | Enterprise Accounts Team

- Spearheaded new market expansion efforts, growing the client base by 50% in two years.
- Developed key account management strategies, increasing customer retention by 30%.
- Negotiated high-value contracts and licensing agreements, generating \$10M+ in revenue.

Sales Associate

August 2015 – June 2017

Salesforce, San Francisco, CA | CRM Solutions Team

- Managed sales pipelines and closed deals totaling over \$3M in annual revenue.
- Built relationships with SMB clients, increasing contract renewals by 40%.
- Worked closely with cross-functional teams to align sales strategies with business goals.

Leadership Experience

Tech Sales Mentorship Program – Mentor

Guided junior sales professionals in career development and negotiation techniques.

Stanford Business Club – Vice President

Led networking initiatives and organized industry events for aspiring business leaders.

Skills & Interests

- Enterprise Sales & Account Management
- Negotiation & Contract Management
- Sales Funnel Optimization