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Outside Sales

SalesPro Connect

WHO I SELL TO

500 TO 2,000 EMPLOYEES
Fortune 500s C-Level

DEPARTMENTS SOLD TO

SALES HR

Currently selling to high growth Technology, Healthcare, and Manufacturing companies. Like: Red Hat, Cisco, Quintiles, Citrix, ABB

WHAT I SELL

Products 10% Services 90%

PRODUCTS/SERVICES

SALES RECRUITING RECRUITING SOFTWARE

Helping companies build effective sales teams to maximize top line revenue - improving the lives of our clients & candidates

WHERE I SELL

MY TERRITORY
National USA 30% Travel

We help clients coast to coast and occasionally engage international partners if needed.

HOW MY SALES HAPPEN

INDIVIDUAL CONTRIBUTOR

50% 50%

\$ IN PERSON REMOTE

Existing clients introduce us to other clients, we do a thorough needs discovery, set deadlines, budget, etc, and get started

WHAT MY SALES LOOK LIKE

AVERAGE DEAL \$10K - \$100K

3-6 MONTHS SALES CYCLE

We are able to fill high level positions in less than 30 days. Projects range from \$25K to \$125K on average.

WHAT MY YEAR LOOKS LIKE

PERSONAL QUOTA \$1M - \$50M

New 70% Existing 30%

Exceeding a quota of \$2M as an individual contributor. Constantly in the top 3 out of 25 sales reps. 5 time presidents club

CURRENT STRUCTURE

5-25 TEAM SIZE

REPORT TO
Director or Manager

Currently repost to the the SVP of Sales who reposts to the president.

TOTAL EXPERIENCE

EDUCATION Masters

SALES EXPERIENCE 10 Years

TECHNOLOGY 10 YRS HEALTH CARE 5 YRS

Salesforce, Dale Carnegie Training, Herman Miller & Challenger Training

RELEVANT EMPLOYERS

SalesPro Connect OUTSIDE SALES UNDER 100 EMPLOYEES	Current 2006
Heidrick & OUTSIDE SALES OVER 2,000 EMPLOYEES	2006 2002
KORN FERRY OUTSIDE SALES 500 TO 2,000 EMPLOYEES	2002 1999