Dev Mehta

Director of Sales

Bengaluru, India • dev.mehta@example.com

Summary

Sales director leading a regional B2B services team. Sets account priorities, reviews pipeline quality and works with delivery and finance colleagues on realistic commitments and revenue planning.

Experience

Director of Sales, Example Cedar Business Services

Oct 2018 - Present

Bengaluru, India

- Led eight account executives across two regions with a GBP 6 million annual bookings target for recurring business-support services.
- Reallocated named accounts after reviewing renewal dates, sector demand and delivery capacity; introduced common opportunity-stage criteria for the quarterly forecast.
- Worked with finance to reconcile signed bookings and recognised revenue in the management report.
- Coached team leads on account reviews and handovers; improved completion of agreed follow-up actions from 68% to 89% over two quarters.
- Negotiated multi-site service proposals within approved margin limits and involved operations before committing to transition dates.

Regional Sales Manager, Example Cedar Business Services

Apr 2015 - Sep 2018

Bengaluru, India

- Led four account executives and reviewed opportunity plans with delivery colleagues.
- Documented account priorities and forecast assumptions for the sales director.

Account Executive, Example Willow Enterprise Services

Jul 2011 - Mar 2015

Bengaluru, India

- Managed prospect follow-ups and prepared service proposals within approved commercial terms.

Education

MBA Marketing

2009 - 2011

Example Rivergate Institute

BBA

2006 - 2009

Example Hillcrest College

Skills

Sales leadership: Account planning, Team coaching, Pipeline reviews, Forecast discipline

Commercial operations: CRM data quality, Revenue reporting, Delivery handovers, Cross-functional planning

Fictional sample from ResumeGuru. Names, employers and achievements are illustrative.
www.resumeguru.ai/resume-samples/director-of-sales-resume-sample