

Christopher Gans

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Objective: A Sales Management Position in a Technology Company

Executive Summary

A **Sales Manager** with more than 19 years of progressive sales experience in professional environments. A resourceful, team-oriented executive focused on maximizing the value of an enterprise. Industry experience includes enterprise software, audio-visual integration, speech recognition, internet services and education.

- Business Development
- Relationship Selling
- Distribution Sales
- Forecasting & Budgeting
- Sales Management
- Sales Training
- Strategic Alliances
- Channel Management
- Presentation Skills

Major Achievements

- Located and closed integration and development deals for an IT company totaling over **\$2MM in new sales revenue.**
- Negotiated and implemented a General Service Agreement (GSA) with the US Federal Government.
- Set up and managed a North American wide dealer channel that increased sales revenue **by over 70% in one year.**
- Promoted to General Manager from Director of Sales in recognition of **consistent over-achievement** of sales budgets.
- Drove an innovative product marketing strategy that widened channel distribution and resulted in **over \$5MM** of new sales in a 2-year period.
- Managed the creation of a new strategic business unit that **doubled growth** of a high margin product offerings targeted at Internet Business users
- Named **Top Salesman of the Year** in consecutive years by consistently leading in revenue generation and territory growth.

Work History

VIQ Solutions Inc.

2005 to present

VIQ Solutions Inc is a world leader in computer-based digital audio capture and management. As Director of Sales for North America, I managed 3 sales and marketing reports.

Director of Sales

- Implemented a sales plan for the North American market that generated over \$2 million dollars in new sales revenue through integration and developments projects with major US government agencies.
- Set up a national distribution program with 43 dealers that increased channel sales by 70% in the first year. Programs included technical and sales training, webinars and joint sales calls on major account opportunities.
- Created a Professional Services division that provided high margin service offerings to complement VIQ software sales.
- Responsible for developing sales budgets and forecasts for the VIQ Executive Management Team.

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Discovery Learning Solutions

2003 to 2004

Discovery Learning Solutions provides software tools and training services to Boards of Education, private educational institutions and corporations to assess individual learning styles.

Director of Business Development

- Authored the DLS business plan and secured multiple capital investment proposals to fund growth of business venture.
- Obtained sources of low interest operating capital from a variety of sources including economic development agencies.
- Set up a network of consultants and training professionals in the Greater Toronto Area to sell DLS products to corporate accounts.

Philips Speech Processing

1997 to 2003

The division of Philips Electronics that is responsible for the marketing and sales of enterprise dictation software.

General Manager, North America

2001 to 2003

- Managed a team of 16 sales, marketing and logistics staff overseeing all aspects of the North American market for Philips Speech Processing.
- Developed sales plan for new digital product that exceeded sales budget by 25% in first year of launch.
- Re-organized sales team and implemented cost control strategies that increased profitability by 15%.

Director of Sales

1999 to 2001

- Lead the sales team to consecutive years of sales growth averaging 25%. This growth was achieved in a market that was declining 3-5% annually.

Business Development Manager, Digital Products

1997 to 1999

- Introduced and managed the growth of new line of digital products. Achieved revenue stream that resulted in over 80% of all digital revenue for Philips worldwide.

Netcom Canada – Product Manager

1995 to 1997

SCO Canada, Inc – Manager, Integration Partners

1990 to 1995

Held a series of progressive sales positions before 1990.

Education

Honours Bachelor of Arts, University of Toronto, 1985

Small Business Certificate, Seneca College, 1996

Professional Sales Certificate, Seneca College, 1987

Personal Interests

- Director, Community Development, Aurora Rugby Club
- Trainer, Aurora Minor Hockey Association