

Jim Reverman

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Sales Manager

Position I Am Seeking: As a top sales management professional, leading Sales teams to achieve their revenue and personal growth goals, I have helped companies open, manage, and grow accounts. My success has been with major organizations where I was recognized for my innovative sales and marketing initiatives. If your company needs that kind of experience, my qualifications will be of interest.

I have successfully managed sales teams achieving revenue goals between \$10 and \$46m in sales. My skills include identifying opportunities that increased market share and revenue while opening channels. I saved accounts, grew sales and retained high volume customers. I consistently secured accounts that improved market share and increased profit.

At Network Appliances I directed three year revenue growth of 100%+ (\$13m to \$29m), increased channel sales (VAR, OEM) 125% and grew professional services revenue 80%. At Aspect Communications, a recognized leader in Call Center technologies, I established their Northwest sales and support offices, resulting in phenomenal revenue growth to exceed \$30m in sales over a 5 year period. I have sold and managed sales teams offering enterprise telecommunication infrastructures, to include PBX, VoIP, Quality Monitoring, and CTI technologies.

My BS in Journalism and Advertising is from the University of Oregon. In addition I have participated in programs that increased industry knowledge and improved sales and management skills.