

# GEORGE SAMPLE

Kissimmee, FL 33333 | info@resume-evolution.com | 888-765-8515 | LinkedIn Profile

## Award-Winning CEO

*driving strategic growth equity and ground-breaking change in high-tech industries*

Enterprise SaaS B2B | Global Business Development | Revenue Acceleration  
Sales Leadership | Corporate Expansion | Strategic Product Marketing

**Data-driven Technologist, Entrepreneur and Senior Business Executive**, passionate about the intersection of enterprise, technology, SaaS, big data, sales, and disruptive startups.

**Expert product marketing strategist**, adept in analyzing market dynamics and consumer behaviors to create lucrative solutions from scratch. **Defeated corporate giants 7 out of 10 times, winning Fortune 1000 clients** such as Apple, Kraft foods and Morgan Stanley.

**Tactfully tailoring product solutions to capture untapped global revenue** opportunities through cultivating relationships, building cultural bridges and closing 7-figure deals with customers and international partners in Europe, Asia and Africa.

**Uniquely talented at breaking down complex problems into aggressive, yet practical work plans** to create sustainable profitability and growth. Consistently penetrating new global markets with latest technologies to reach largest market share and enhance share holders value.

### Awards & Accolades

- ◆ 2015 Top Start-Up Award
- ◆ Awarded for Best Social Business Solution
- ◆ Best New Version of the Year 2015
- ◆ Most Innovative Product of the Year

*"[George] focuses on the important things and has a great balance to decisions he makes. He maintains great control during turmoil, and can clearly see the bigger picture as well as all the details which is a rare occurrence. He can pick out important aspects on any strategy or project."*

– Bob, Customer Business Executive and Colleague at Software Inc Firm

---

## Professional Experience

A-Innovation Corp; New York, NY

*Venture-backed company empowering brands to create, manage, monetize and optimize social interactions throughout the consumer journey.*

**CEO** (2010 – 2015)

Started innovative social intelligence software firm and steered all aspects of global market expansion planning while ensuring profitability and building international alliances. Formulated growth initiatives to expand workforce from 5 to almost 100 talented employees and achieve a substantial market footprint around the world with offices in NY, London and Tel Aviv within 5 years.

- ◆ Generated \$10M in revenue with a 3-year CAGR of 98%.
- ◆ Gained business with over 350 Fortune 1000 clients including Apple, Kraft Foods, Morgan Stanley, Comcast, Warner Bros., Hulu, BMW and Rolex.
- ◆ Produced over \$2M as a result of building strategic partnerships with Oracle, Marketo, SugarCRM, IBM and SAP.
- ◆ Led company to gain prestigious recognition as Forbes Top 100 Analytics Firm.
- ◆ Recipient of numerous industry awards, including Start-Up Award, Always On Global 100 Company to Watch and CRN Big Data 100 award.

---

*Continued...*

# GEORGE SAMPLE

Kissimmee, FL 33333 | info@resume-evolution.com | 888-765-8515 | LinkedIn Profile

Software Inc Firm; TLV

*The world's leading provider of software and technologies enabling network-based communications services.*

## **Vice President, Business Development, Management Member** (2001 – 2009)

Promoted from a Director position into VP role to drive strategic vision as key member of senior leadership team.

Charged with directive oversight of global partnerships, sales, business development, marketing, research & development, finance, operations and HR.

- ◆ Facilitated rapid company growth from \$5M with 5 customers to a \$50M business with mobile operator client base of 150.
- ◆ Initiated and secured strategic partnerships, OEM and channeling activities with best-of-breed firms including iBasis, Ericsson, Gemalto, Nokia Siemens Networks and Alcatel.
- ◆ Devised innovative media and VAS offerings; creating an additional revenue stream worth ~\$50M.

---

## Early Career

Progressively advanced from Project Manager role, to Sales & Marketing Manager and finally, Director at a leading international engineering firm specializing in operations excellence and performance improvement programs. Notable contributions include:

- ◆ Developing and executing market penetration plan to enter the Semiconductor, Pharmaceutical, Bio-Tech, Electronics PCB\SMT, and Service Industries.
- ◆ Successfully expanding into North American Pharmaceutical market; now the firm's #1 income source.
- ◆ Recruiting and grooming sales team to increase revenues 90% in 11 months and yield double-digit growth YOY.
- ◆ Leading new major client acquisition at corporate conglomerates such as Johnson & Johnson, Novartis, IBM, Lucent, Nortel Networks and Pfizer.

---

## Education

**Master of European Business Administration / Business Law** with specialization in International Marketing  
University of Lund; Sweden

*\*Graduated Laude from the School of Economics and Management*

**Bachelor of Science in Manufacturing Engineering & Business Studies**

University of Coventry; England.

*\*Graduated from the School of Engineering with Honors*

---

## Professional Development & Certifications

- ◆ TIM Global, Executive Management for Eemerging Companies | Technion Institution.
- ◆ Senior Executive Management | Comverse
- ◆ Advanced Management Practices | University of Tel-Aviv; Israel.
- ◆ Management and Command | University of Haifa; Israel & IAF.

---

## Industry Contributions & Publications

- ◆ Quoted and featured in Forbes, Mediapost, Big Data CIO Review, Adweek.com, All Things D and Globes Isreal's Business Arena for industry leading achievements as CEO of A-Innovation Corp.