

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...

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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.