Luis Carlos Vizcaino

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6355 De Soto Ave Woodland Hills, CA 91367

**Summary**

Talented, results-producing Sale Leader with a distinguished record of accomplishment in leading sales strategies to exceed business goals and objectives. Sales Professional experienced in all facets of Inside Sales, Technology including Software & Hardware with expertise in SaaS Professional Solutions.

**Highlights**

* SaaS Solutions Expert
* Proven, Consistent Top Sales Performer
* Sales Process Professional
* Consultative Sales
* Bilingual English/Spanish fluency oral and written
* Analytical Thinker
* Consistent Top Phone Metrics Achiver

**Experience**

**Regional Account Executive- Mid Market, SaaS** Jun 2016 - Present

**ExakTime** – Woodland Hills, CA

As a trusted solutions advisor, assist in controlling labor expenses for clients by providing end-to-end, cloud based time and labor management solutions for construction and field services industries.

103% to goal quota attainment Q1 FY2018

Ranked #1 in segment for 5 quarters FY2017-2018

Negotiated exclusive channel partnerships resulting in $85,000 ACV

Largest single quota attainment for segment, Q4, at $154,000

**National Account Executive** May 2015 - May 2016

**Velocify, Inc.** – El Segundo, CA

Help companies convert leads by providing them with a SaaS, cloud based Sales Automation lead management platform designed to accelerate sales cycles.

Negotiated and managed NY Allstate Regional Deal, $120,000 Annual Contract

Ranked #1 in Services Q1 FY 2016, $37,000

Top New Hire Sales Attainment- YOY

Closed Pilot Flying J logo- $67,000 ACV

**Sales Manager**

**Microcom Technologies, Inc. –** Calabasas, CA

 Aug 2014 - Mar 2015

Responsible for overall strategy and execution of sales program for wholesale stocking wireless distributor including recruiting, hiring, mentoring, training, performance management and day-to-day operations of sales teams.

Deployed Business Development representative team focusing on prospecting into new verticals increasing lead generation by 50%

Increased business rhythm productivity metrics focusing on phone metrics increasing lead conversion to 30%

Created standard operating procedures for sales processes

**Application Sales Representative, SaaS** Jun 2013- May 2014

**Oracle Corporation** - Minneapolis, MN

Worked with C- Suite and VP level customers at mid-market companies to position complete platform of customer experience application for sales, marketing, service, and e-commerce verticals utilizing consultative sales methodology.

Ranked #1 on team on YTD budget attainment

Top 5% in organization for Q2 FY14

Ranked #2 in the organization across three territories in QTD Sales

Booked largest licensing deal in Southern California Territory for FY14

**Sales Manager** Feb 2011 - Mar 2013

**Best Buy Co., Corporate Headquarters**  - Minneapolis, MN

Managed a team of 10+ Sales Account Managers responsible for selling a broad selection of Product and Geek Squad Solutions to clients. Managed all day-to-day operations and sales strategy and execution for sales team.

Performance Management – Executed Monthly, Quarterly and Annual review rhythms for Sales Account Managers

Achieved Year over Year growth to deliver over $25M in Top Line Revenue Maintained consistent profit margins, exceeding targets and delivering over $5M in margin profits

Achieved over 25% in Year over Year growth in Geek Squad solutions

Created and executed detailed action plans resulting in over 30%+ Sales growth and development of Key Accounts

**Sr. Account Manager** Jan 2009 - Feb 2011

**Best Buy Co., Corporate Headquarters**  - Minneapolis, MN

Served as an independent consultant in Business Solutions, responsible for delivering $2.4M in Revenues managing a book of business, 250+ Key Accounts

Responsible for Account Development and Acquisition

Exceeded annual sales by 125% in assigned budgets

Grew sales in assigned Geographic territory by 15% Year over year

Delivered over 10% Growth in Geek Squad Services, exceeded targets of attachment rates

 **Account Manager**

 **Best Buy Co,. Corporate Headquarters**  - Minneapolis, MN Sep 2008 - Jan 2009

 Responsible for $1.8M in Revenues Annually managing a book of 250 B2B Accounts with verticals in

 Public Sector, Government and Education.

**Bilingual CCR**

Sep 2007 - Aug 2008

**Best Buy Co., Corporate Headquarters**  - Minneapolis, MN

Represented Best Buy focusing on conflict resolution between the company and in store customers.

**Education**

  **General Studies**

 Political Science St. Cloud State University - St. Cloud, MN

 **Certifications Sales Coach, I.M.P.A.C.T. Sales Consultative Methodology**

 **ADKAR- Change Management, Lean Six Sigma- White Belt Project Management, Sandler Sales**