



JOSEPH CARR

RESULTS-DRIVEN SALES LEADER

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🌐 connectwithcarr.com

About Me

Highly experienced and accomplished Sales Director with a comprehensive understanding of sales procedures, backed by a solid foundation in analytical thinking and effective team management. Recognized for a proven track record of consistently generating new business through strategic negotiation, while establishing valuable connections with influential decision makers. Expertise in developing new accounts through successful cold-calling and networking initiatives, resulting in consistent achievement of sales quotas year after year. Seeking a senior leadership position that offers opportunities for growth, leveraging 12+ years of sales accomplishments across diverse market segments.

Skills

- Proficient in cutting-edge technologies including IoT, CPaaS, HaaS, IaaS, SaaS, and UCaaS, enabling streamlined and innovative communication solutions.
- Demonstrated ability in CRM development and management, leveraging expertise to optimize customer relationship strategies and drive business growth.
- Proven track record of successfully teaching and coaching customer-facing teams, empowering them to deliver exceptional service and achieve outstanding results.
- Effective coordination and collaboration across multiple functions to secure revenue growth, fostering strong cross-functional partnerships and achieving shared objectives.
- Exceptional communication skills, both verbal and written, allowing for clear and impactful interactions with diverse stakeholders and the ability to convey complex ideas concisely.
- Adept problem-solving, decision-making, and strategic thinking skills, enabling efficient resolution of challenges and the ability to identify and capitalize on opportunities for success.
- Strong negotiation and presentation skills, combining persuasive abilities with a compelling presence to drive favorable outcomes and build lasting relationships.
- Demonstrated resilience and the ability to handle stress and conflict in a composed and professional manner, maintaining focus on achieving goals in challenging situations.
- Detail-oriented with a keen eye for organization, ensuring accuracy and precision in all aspects of work, while efficiently managing multiple priorities and deadlines.

• Upon request, I can provide a comprehensive overview of my work experience, including additional achievements, responsibilities, and notable projects. I look forward to discussing my work history in more detail and how it aligns with the requirements of the position.

Education

- **Roane State Community College** (2006-2008)

Pursued a major in Nursing, gaining foundational knowledge and skills in healthcare practices.

- 3.98 GPA / National Honors Society
- Finalist on Dean's List

- **Pellissippi State Community College** (1992-1993)

Studied Computer Science and network design, developing a strong understanding of programming languages and problem-solving techniques.

Experience

Executive Director of Sales and Business Development

Nored Telcom, Inc. | 2015 - Present

- Spearhead and oversee all aspects of new growth activities, driving continuous expansion in the realm of Communications, cloud service, project buildout and project management.
- Proactively promote and cultivate new business development opportunities, leveraging strategic initiatives to maximize revenue growth.
- Expand the portfolio by identifying and capitalizing on potential avenues for business expansion based on new industry technologies and applications.
- Monitor databases for both external and internal business lines, ensuring accurate and up-to-date information for informed decision-making.
- Collaborate with Channel Partnerships and Master Agents to assess, establish, build, and execute strategic business development programs, fostering mutually beneficial relationships.
- Develop and deliver comprehensive sales and support training programs, ensuring the proficiency of the sales team and support staff.
- Implement robust tracking and reporting systems to monitor company revenue, providing valuable insights for performance evaluation and strategic planning.
- Oversee the successful implementation of CPaaS, HaaS, IaaS, SaaS, and UCaaS programs, ensuring seamless integration and optimal customer satisfaction.
- Manage and optimize digital marketing channels, such as email marketing, social media, SEO, and paid advertising, to drive website traffic, lead generation, and conversion rates.