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ABOUT ME

Results-driven sales executive with a proven track record of exceeding revenue targets and building high-performance sales teams. Seeking a leadership position in sales to leverage 15 years of experience in driving sales growth, expanding market share, and developing innovative sales strategies. Committed to leading a dynamic team and delivering measurable results to contribute to the company's success.

SKILLS

- Channel Partner Manager
- Channel Partner Recruitment
- Cross-functional Collaboration
- Data Analysis
- Forecasting
- Leadership
- Negotiations
- Relationship building
- Revenue Growth
- Team management
- Sales Operations
- Strategic partnerships
- Strategic thinking
- P&L Management
- Problem-solving

Experience

LEAD SOLUTION PARTNERS LLC

Sep. 2021 - CURRENT

MANAGING PARTNER/FOUNDER – REMOTE

- Founded and established Lead Solution Partners, specializing in the resale of high-quality security equipment, including Smiths Detection, CEIA, and David Horn solutions.
- Developed and executed a business plan.
- Strategically sourced and built partnerships with leading security equipment manufacturers to ensure a robust supply chain.

- Led the development of the company's go-to-market strategy, resulting in significant market penetration and strong brand visibility.
- Built a highly skilled team, fostering a collaborative and innovative work culture.
- Established and maintained relationships with key customers and clients, ensuring customer satisfaction and loyalty.
- Negotiated and closed complex contracts and agreements with both clients and suppliers, resulting in favorable terms for the company.
- Continuously analyzed market trends and competitive activities, adapting the product catalog to meet customer needs.
- Managed the company's budget, focusing on cost-efficiency and revenue growth.
- Achieved consistent revenue growth, with an annual revenue growth rate of 50% over the last two years.
- Orchestrated sales forecasting, regional workshops, and effective go-to-market strategies, expanding market share and driving growth.
- Proactively secured new customers and partners through targeted tradeshow, emphasizing strategic partnerships.

Intrado

Dec. 2020 – Jan 2022

Senior Account Executive Life & Safety – East Coast USA & Canada – Remote

- Led a team of 20 channel sales partners, providing guidance, training, and motivation, resulting in consistent overachievement of sales targets for Intrado Public Safety software.
- Developed and executed strategic sales plans, optimizing partner engagement, and market penetration.
- Negotiated and managed key partner agreements, driving long-term relationships and profitability.
- Conducted market research and analysis to identify new opportunities and trends, resulting in the launch of a successful partner program.
- Collaborated cross-functionally with marketing, product development, and operations to ensure seamless execution of sales strategies.
- Top Performer: Achieved the 2021 President's Club award – Exceeded \$15m USD annual sales targets by 20%

Smiths Detection

Dec 2016 - Dec. 2020

Key Account Sales Manager

- Manage a portfolio of key accounts, including Fortune 500 companies, Sports Teams/Arenas, Hotels etc.
- Exceeded annual sales targets by an average of 20% over the past four years, resulting in a 35% increase in account value.

- Developed and maintained strong relationships with key clients, serving as the primary point of contact for all their needs.
- Collaborated with cross-functional teams to develop and implement strategic account plans, resulting in improved customer satisfaction and increased upsell opportunities.
- Negotiated and closed complex, high-value contracts, and agreements, ensuring favorable terms for both parties.
- Conducted market analysis and competitive assessments to identify growth opportunities and potential threats.
- Grew channel sales revenue by 15% YoY, exceeding annual targets by 20%.
- Managed a diverse portfolio of channel partners, providing strategic support and product training.
- Implemented competitive pricing strategies and incentive programs to enhance partner profitability.

HID Global (Crossmatch Technologies)

Feb. 2011 – Dec. 2016

Global Government Sales Manager – State and Local US, Europe, Africa, Middle East, Latin America & Caribbean Government – Remote

- Achieved consistent year-over-year growth in sales revenue, exceeding annual targets by 25%.
- Successfully recruited, onboarded, and managed a network of 50 channel partners, including VARs, OEMs, and distributors.
- Led a team of global sales representatives, resulting in over \$45m USD ARR, providing mentorship, training, and sales support.
- Conducted contract negotiations and pricing strategies to maximize partner profitability.
- Regularly analyzed market trends and competitor activities, enabling data-driven decision-making for sales strategies.
- Represented the company at international trade shows and facilitated Foreign Military Sales.
- Ensured compliance with U.S. export regulations, managed contracts and channel partners, and handled acquisitions.
- Collaborated with the product team to tailor offerings to partner and market needs.

EDUCATION

- Treasure Coast High School, Port St Lucie, FL– Achieved Honor Roll
- Sales Boot Camp Seminars
- MEDDIC Sales Methodology

REFERENCES

- Available Upon Request