

# Aarion Mongan

National Sales Director

## Profile

A results-driven National Sales Director with 10 years of experience in leading high-performing sales teams, driving revenue growth, and expanding market reach. Demonstrated success in developing and implementing strategic sales plans, cultivating strong client relationships, and fostering a culture of continuous improvement. Strong track record in identifying new business opportunities, optimizing sales processes, and delivering exceptional customer service. Adept at collaborating with cross-functional teams, managing key accounts, and mentoring sales talent to achieve long-term company goals.

## Employment History

### National Sales Director at Oracle Corporation, AZ

Mar 2023 - Present

- Implemented a strategic sales plan that led to a 15% increase in annual revenue, generating over \$30 million in new business for Oracle Corporation AZ in 2019.
- Successfully expanded the sales team by 25% and increased overall productivity by 40% through targeted recruitment, comprehensive training programs, and performance-based incentives.
- Secured three major contracts with Fortune 500 companies, contributing to a 20% growth in market share within the enterprise software segment in Arizona.
- Streamlined sales operations and reduced costs by 10% through the adoption of innovative CRM tools and process improvements, resulting in a 5% boost in profit margin for the fiscal year 2018-2019.

### Senior Sales Manager at Microsoft Corporation, AZ

Sep 2019 - Feb 2023

- Achieved a 50% increase in sales revenue in the fiscal year 2019, generating over \$5 million in new business by strategically targeting and closing deals with 10 major enterprise clients in the Arizona region.
- Successfully built and led a high-performing sales team of 12 members, resulting in a 35% increase in overall team productivity and contributing to a regional sales growth of 20% in the fiscal year 2018.
- Implemented innovative sales strategies and training programs that reduced the average sales cycle by 25%, enabling the team to close deals faster and increase customer satisfaction ratings by 15% in 2019.

### Sales Manager at Cisco Systems, AZ

Sep 2013 - Jul 2019

- Achieved 120% of the annual sales target by successfully closing deals worth \$15 million, leading to a significant increase in company revenue and market share in the Arizona region.
- Implemented a new sales strategy that streamlined the sales process, resulting in a 25% reduction in sales cycle time and a 15% increase in customer satisfaction ratings within one year.

## Details

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## Links

[linkedin.com/in/aarionmongan](https://www.linkedin.com/in/aarionmongan)

## Skills

Salesforce proficiency

Market analysis

Relationship building

Negotiation expertise

Strategic planning

Team leadership

Presentation mastery

## Languages

English

Spanish

## Hobbies

Golfing

Photography

Cooking and experimenting with new recipes