

# Jean Gilio

## Enterprise Sales Manager

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### Details

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### Profile

I am an experienced Enterprise Sales Manager with over 5 years of experience in the field. I have a proven track record of success in sales and management, and I am confident in my ability to lead a team to success. I have extensive experience working with clients at all levels, from small businesses to large enterprises, and I know how to identify opportunities and close deals. In addition, I have a strong understanding of market trends and the competitive landscape, which allows me to develop strategies that give my company an edge over the competition.

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### Employment History

#### Enterprise Sales Manager at CDW, MI

Jun 2022 - Present

- Achieved 200% of sales quota in 4 out of 5 years.
- Grew a book of business from \$5M to \$15M in 3 years.
- Consistently ranked in top 10% for performance against peers.
- Won "President's Club" award 2x for highest revenue generation.
- Led team of 8 account managers to achieve 110% collective quotas.

#### Enterprise Sales Manager II at Insight Enterprises, MI

Jul 2017 - May 2022

- Achieved \$3.5 million in quarterly sales, surpassing quota by 25%.
  - Grew territory revenue by 20% year over year.
  - Exceeded new customer acquisition goal by 15%, adding a total of 100 new customers in the last fiscal year.
  - Averaged 10% increase in deal size from previous quarter.
  - Won "Salesperson of the Year" award for top performance out of 200+ salespeople.
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### Education

#### Bachelor of Science in Business Administration at University of Michigan

Aug 2013 - May 2017

Some skills I've learned are time management, communication, and critical thinking.

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### Links

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