

# Kris Bryant

## 30 Years of Sales, Marketing and Business Development



Kris has over 30 years of Sales and Sales Management experience working for Professional Services and Technology Companies to transform business development efforts.

Kris has a deep relationship map particularly in the Financial Services community. Her proven ability to make and grow markets and teams has resulted in demonstrable success.

### Highlights

- Leverages knowledge portfolio to drive sales strategies
- Innovative designer of domestic and international sales structures
- Deep understanding of the core business processes of many industries – insurance including Consumer, Commercial, Health and Reinsurance, banking, capital markets, telecom, education and public sector
- A change agent who actively listens, analyzes and focuses on continuous improvement of people, process and supporting technology
- A natural fixer driving to improve sales productivity, cost of sale and salesforce effectiveness

### Professional Experience

- Redesigned domestic Professional Services Sales team to increase client coverage and flatten organizational structure
- Designed international Sales structure supporting Financial Services business development in EMEA and Latin America
- Led teams of up to 45 direct reports to grow revenue and profitability
- Sold large scale infrastructure transformation projects to Financial Services and Public Sector clients in excess of \$100M
- Designed Partner programs for large technology and consulting firms
- Recruited over 100 sales professionals throughout career on a global basis
- Led accelerated delivery staff hire program for PwC
- Promoted new Consulting/Advisory offerings at EMC, leading to 200% team quota attainment
- Assisted multiple technology firms with a historic orientation to selling products to embrace selling services
- Consulted on hiring profiles, compensation programs, performance measurement and hiring sources for both mid-size and large firms

### Expertise

#### Sales and Marketing:

- Sales Leadership
- Salesforce Design
- Solution Selling
- Client Management
- Pipeline Development
- Recruiting & Retention
- Brand Development
- Sales Performance metrics
- Compensation Design

#### Financial Services:

- Insurance
- Banking
- Capital Markets
- Broker Dealer
- FinTech

#### Other Industries:

- **Education**
- Telecom
- Public Sector
- Risk Modeling
- IT Outsourcing
- BPO
- Software