# Logan Hall

**Sales Director**

Las Vegas, NV 89101 (702) 445-9834

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**Sales director with over 12 years of experience leading high-performing teams in SaaS and enterprise technology. Proven ability to build scalable pipelines, enter new markets, and exceed revenue goals. Skilled in closing large deals and mentoring mid-level managers to drive consistent growth.**

# Professional Experience

**Sales Director**

*CloudVantage Solutions | Las Vegas, NV February 2020 - Present*

 Led a 14-person regional sales team that exceeded quota by 19% in 2023, generating $14.7 million in new business

 Implemented a new enterprise sales playbook, increasing close rate by 31% across deals above $500K  Secured partnerships with three Fortune 500 clients, adding $4.2 million in annual recurring revenue

**Regional Sales Manager**

*TechLine Services | Henderson, NV June 2015 - January 2020*

 Expanded west coast territory from 6 to 15 states, contributing to a 54% increase in pipeline volume in under two years

 Collaborated with product and marketing to launch bundled solutions, driving a 23% increase in average deal size

 Hired and coached six junior reps, five of whom were promoted within 18 months

# Education

Bachelor of Science (B.S.) Business Marketing May 2015 University of Nevada, Las Vegas, NV

# Key Skills

 **B2B sales strategy - Expert**

 **Enterprise account growth - Proficient ** **Forecast accuracy - Competent**

 **Sales leadership - Amateur**

 **Territory expansion - Beginner**

# Certiications

**Certiied Professional Sales Leader (CPSL)**

NASP | 2019

**Salesforce Certiied Sales Cloud Consultant**

Salesforce | 2021