

Logan Hall

Sales Director

Las Vegas, NV 89101

(702) 445-9834

logan.hall@email.com

LinkedIn | Portfolio

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

Certifications

Certified Professional Sales Leader (CPSL)

NASP | 2019

Salesforce Certified Sales Cloud Consultant

Salesforce | 2021