

Zachary Walker

📍 City, State ✉ emailaddress@gmail.com ☎ (+123)123456789 🌐 LinkedIn 🔗 Website

Professional Profile

A highly regarded global leader, change manager and cultural architect with over 20 years' proven expertise and experience specialising in mature and breakthrough markets. Skilfully blends commercial, business and financial leadership with a visionary strategic overview to drive profitable growth, increase sales and optimise productivity. A solution-focused and innovative practitioner, highly responsive to current and emerging trends, thriving when operating within lean operational frameworks. Adopts a consultative approach to achieve business objectives and drive continuous improvement activities, utilising advanced interpersonal and influencing skills. A strategic and transparent leader, consistently recognised for empowering, developing and inspiring individuals.

Career Summary

📁 Business Integration Manager 2000 – Present
Company Name • *City, Country*

Appointed as Business Integration Manager to lead integration process strategy to align all business operating models and frameworks to align with new business structure. Accountable for strategy, budget, compliance support and people management.

KEY ACHIEVEMENTS

- Transforming business operating models to align effectively with new business structure
- Keep informed and interpret global developments, markets and consumer trends and behaviours to promote best practice in decision making and forward planning

📁 North America General Manager 2000 – 2000
Company Name • *City, Country*

Accountable for North America organisation restructure inclusive of organisation culture change, budgets and P&L to drive sales, increase market share and improve brand visibility and reputation. Project Director for new plant construction in Mexico.

KEY ACHIEVEMENTS

- Oversaw organisation turnaround and new business acquisition to double business within five years
- Delivered major capex project: plant construction and saturation by engaging with stakeholders to define scope, timelines, schedules and critically monitoring all deliverables against objectives to ensure milestones being met
- New customer acquisition: delivered seven times higher success rate than B2B market averages and above industry new sales closes through design, development and introduction of new methodologies in prospecting and opportunity management
- Advocate of customer value management and customer experience management techniques to drive business strategy and team behaviours
- Channel Partner Management: critically monitor performance and strategic positioning of partnerships, developing market leading channel management structure and approach to translate requirement into actionable solutions
- People leadership of sales, technical service, business development, production and supply chain teams through performance management, coaching/mentoring and introducing concept of accountability to optimise productivity
- Built talent channel through effective recruitment, mentoring and identifying career progression opportunities
- Cultivated diverse and bilateral stakeholder relationships to identify and exploit commercial opportunities
- Accountable for regional corporate social responsibilities such as safety targets, community activities and sustainability plans

📁 Commercial Director: Europe, Middle East, Africa 2000 – 2000
Company Name • *City, Country*

Promoted from Sales Manager: European and MEAF Distribution Channel through various positions to Commercial Director: Europe, Middle East, Africa in 1234, accountable for €200m turnover, volume, profitability, goal setting and commercial costs

KEY ACHIEVEMENTS

- Optimised profitability (bottom slicing and cost to serve reductions) through implementation of new pricing system

- Consistently met targets on zone quarterly cash and profit targets
- Designed, implemented and managed organisation change programs, for example commercial excellence programs, shift from regional structure to global market structure and adapting to huge market dynamic disruptions
- Drove best practice sharing and global KPI implementation as global leader of sales force management commercial excellence
- Defined and executed against zone market mix and channel strategy
- Ensured multi-layer account penetration up to and including customer general management at Key Account as lead of European Key Account Management program
- Conduit between commercial team and other key operations and functions

European and MEAF Distribution Channel Sales Manager 2000 – 2000

Company Name ▪ *City, Country*

Appointed to drive sales valued at €50m, representing XX% of total group sales across Europe and MEA region, develop strategy and lead team through performance management

KEY ACHIEVEMENTS




- Improved cost to serve, market clarity and long-term vision through the formulation and implementation of new distribution channel
- Pivotal role in year-on-year X% average increase in overall sales growth
- Defined strategic plan to facilitate growth in distribution to represent XX% of group sales whilst ensuring business continuity, overseeing volume targets and increasing profitable growth
- Led numerous productivity programmes, for example, reduced head count while simultaneously overseeing higher turnover and creating leaner account management team with greater autonomy and accountability

Formed and sustained key stakeholder relationships including distribution partners, at local and group level, allowing for diverse and bilateral network



Previous Employment

 Director, Recycling Business Europe ▪ <i>Company Name</i> ▪ <i>City, Country</i>	2000 – 2000
 Recycling Sales & Sourcing Manager ▪ <i>Company Name</i> ▪ <i>City, Country</i>	2000 – 2000
 European Product Manager / European Services ▪ <i>Company Name</i> ▪ <i>City, Country</i>	2000 – 2000
 European Development Engineer ▪ <i>Company Name</i> ▪ <i>City, Country</i>	2000 – 2000
 Product Manager ▪ <i>Company Name</i> ▪ <i>City, Country</i>	2000 – 2000
 Sales Specialist ▪ <i>Company Name</i> ▪ <i>City, Country</i>	2000 – 2000

Education

 PhD Polymer Science ▪ <i>Institution Name</i> ▪ <i>City, Country</i>	2000 – 2000
 MSc in Advanced Composites and Materials Research Techniques ▪ <i>Institution Name</i> ▪ <i>City, Country</i>	2000 – 2000
 BEng (Hons) in Material Science & Engineering ▪ <i>Institution Name</i> ▪ <i>City, Country</i>	2000 – 2000

Continuous Professional Development

 Financial Training for Senior Managers ▪ <i>Institution Name</i> ▪ <i>City, Country</i>	2000 – 2000
 Sales Coaching: Advanced ▪ <i>Institution Name</i> ▪ <i>City, Country</i>	2000 – 2000

Competencies

Customer Value Management ▪ Customer Acquisition ▪ Strategic Planning and Development ▪ Channel Partner Management ▪ Sales Management ▪ Leadership ▪ Stakeholder Engagement ▪ Agile Project Management ▪ Business Development ▪ Change Management

Languages

English (native) ▪ French (intermediate)