

# JANE J. TREMBLE

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## National Sales Manager | Director of Sales

*Natural leader who builds high-performing teams and exceeds multimillion-dollar quotas*

“The **reps you inherited flourished** and that's a testament to your teaching, coaching, motivating and leadership abilities.” – JOHN SMITH, former manager

“Jane **provides the leadership every sales team needs** and is one of the main reasons **her team always rises to the top**. Jane is a **customers best friend** and cascades that down.” – AMY BROWN, colleague

“She is **hands down the best manager I've ever worked with**.” – BOB JOHNSON, direct report

## VALUE OFFERED

Creative problem solver, capable of balancing tactical actions with strategic planning. Coach, mentor, and developer of talent, often resulting in promotions to areas of higher responsibility. Excel in penetrating new accounts, growing market share, and fixing broken processes. Core competencies include:

Business Development ♦ Incentive Plans ♦ P&L Responsibility ♦ Revenue Growth ♦ Change Management  
Budget Management ♦ Financial Analysis ♦ Customer Needs Assessment ♦ Cross-functional Team Leadership  
Organizational Development ♦ Team Building ♦ Tactical Planning & Leadership ♦ Negotiation

## CAREER PROGRESSION & ACHIEVEMENTS

TAX & ACCOUNTING SOFTWARE, Minneapolis, MN

6/09–Present

### Division Sales Manager

Hired to lead newly formed sales division. Develop and execute territory plan to exceed \$7M+ quota. Coach and mentor 8-12 account representatives. Monitor key performance indicators (KPIs) to ensure pipeline is moving. Hire, train, and on-board new sales reps. Conduct weekly customer visits to gather market feedback.

- ♦ Guided **100% of direct reports to exceed new sales quotas** and achieve territory growth in 2013.
- ♦ **Surpassed total territory sales quota 135%** and added \$1.5M in total territory growth for 2013.
- ♦ Led 9 out of 10 team members to meet territory growth quota and other member to meet 92% in 2012.
- ♦ **Directed 90% of division to beat quota** and other members to meet 95%+ of quota in 2010.
- ♦ Hired and developed top performing sales representative as well as multiple Achievement Club winners.
- ♦ Turned around low-performers by introducing best practice of consultative selling to team.
- ♦ Managed through 4 reorganizations, filling open territories and building team while meeting quota.

REED FINANCIAL SERVICES, Minneapolis, MN

4/06–6/09

### Sales Manager – National Accounts

Tapped to lead unique group of 12 sales professionals who had no leader prior. Created strategic and tactical plans to exceed annual revenue of \$56M. Company acquisition expanded role by adding account executive positions in mortgage and indirect lending areas for previously underserved market segments.

- ♦ **Obliterated quota 156%** within first 6 months in 2009.
- ♦ **Improved intradepartmental relations** by collaborating with fulfillment, order entry, and contract management teams to define workflow and create efficiencies for processing large sales.
- ♦ **Gained \$12M in incremental revenue** after obtaining approval from executive team to integrate mortgage product into package and fill gap.
- ♦ **Exceeded new sales quota 105%**, total sales quota 108% in 2007 and **awarded President's Club**; only manager selected for award.

*Continued*

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**CAREER PROGRESSION & ACHIEVEMENTS CONTINUED**

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CFIC HOME MORTGAGE, Maple Grove, MN

5/05–4/06

**Managing Director**

Recruited to open new branch. Drove business development through networking. Managed marketing, payroll, and \$24M P&L. Led staff of 12, including processors, account representatives, and underwriters.

- ♦ Top branch of 20 in state.
- ♦ Surpassed quota 165% in 2005.

ALLIED HOME MORTGAGE, Maple Grove, MN

5/02–4/05

**Branch Manager**

Managed annual \$1.25M operational budget and brought in \$20M+ revenue. Partnered with investors to offer more programs and better interest rates for customers. Hired and trained staff for processor and account representative positions.

- ♦ Exceeded quota first 3 years, 135%, 108%, and 127% respectively.

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**VOLUNTEERISM**

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MINNESOTA WOMEN OF TODAY, Minneapolis, MN

2003–2007

**District Director**

Initially volunteered as a member and asked to take on VP of Membership role within months. Created and directed community events and partnered with Lions group as well.

- ♦ Nominated and elected as president.
- ♦ Grew membership 60% during tenure.
- ♦ Requested to run for District Director over 10 chapters.
- ♦ Earned multiple awards, consecutive years, for outstanding leadership and contribution.

KALEIDOSCOPE CHARTER SCHOOL, Albertville, MN

2004–2009

**Chairman of the Board**

Wrote proposal to Department of Education, hired teachers and director to co-found school. Worked on committee to buy land, hire contractor, and build facility. Previous positions held included Vice Chairman and Chief Financial Officer.

HABITAT FOR HUMANITY, Otsego, MN

2011–2013

**Volunteer Lead**

Selected to lead first women's build in Minnesota. Recruited 30+ volunteers and 10 corporate donors.

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**EDUCATION**

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Bachelor of Arts in Psychology, University of Minnesota, Minneapolis, MN

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**TECHNOLOGY SKILLS**

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Microsoft Office Suite (Word, Excel, PowerPoint, Outlook); CRM; Salesforce.com (SFDC); Sales Logix; PeopleSoft