



" Competent, confident and inspirational, Paul also created, executed and managed our partner program working with investors, suppliers and Government agencies to deliver growth and strategy.

His ability to inspire those around him, along with a positive can do attitude and 'different' view on problem solving, enabled us to be agile and effective to changing needs within our business.

Paul just delivers and is one of the most impressive Sales Directors I have worked with, he comes highly recommended"

*Stephen Kenny*

*Commerical Director -Up*



"Paul is a world class sales strategist and sleeves-up executor. He manages to form long term relationships and achieve win/win/win between vendor/salesperson/customer and is always fun to deal with due to his lack of ego and great sense of humour. Paul sets sales records for every company he ever works for and would be a huge asset to any organisation that is serious about accelerating its' growth."

*Rorie Devine*

*Interim - Camelot*



"Paul closed the biggest deal in the company's history within a year of joining the company & finished top salesman for the year, in a team with stiff competition from other talented, experienced & over-target guys. In all the time I've worked with Paul he has shown himself to be creative, tenacious, well-connected, & to have bags of executive credibility. He would be a senior asset to any company. I wish I could still afford him!

*Darren Spillane*

*Director- IdeagenPLC*



# Paul Yewman

Sales Director/ Team Lead

Paul has worked within the IT industry at start up, mid market and enterprise, for over 25 years and has held Sales Directorship and lead teams at companies including Planet Online, Energis, The Property Investment Market, Oracle and Webroot. He understands that leading a Sales team is about inspiration, accountability, repeatability and success and relishes the opportunity to scale businesses and teams, increase revenue, evolve business models, and improve efficiency. Very much with a hands-on approach, Paul is equally at home in Start ups, Mid market and Enterprise and derives accomplishment from maximizing the impact from Sales talent by creating inspired teams, and individuals, in addition to mentoring inherent talent.

## SALES

- Set up sales teams across a number of new operations within the UK.
- Ran major, cross border, multifaceted sales programs generating in excess of \$100M
- Scaled a sales team from 2 - 35 generating £400K of new business monthly.
- Recruited, built and managed partner networks across IT, financial services, recruitment and services industries

## RELATIONSHIPS

- Proven network across multiple industry sectors
- Membership of M&A teams, investment due diligence and pitch teams, for group and external companies. Introduction of potential investors.

## RECOGNITION & INTERESTS

- *Over achieved target 23 out of 25 years.*
- *Winner of numerous Salesman of the Year - Team of the Year - Presidents Club awards.*
- Interests include driving, Motorsport, rowing and metal work fabrication.