



Damon Jones

CSO

About Damon

A transformational executive with deep sales leadership experience, Damon leverages analysis to forecast sales performance, define sales goals, determine effectiveness of current initiatives, and improve organizational value. A strategic and results-driven leader, he establishes and guides sales organization principles to manage performance, prioritize critical metrics, and oversee equitable allocation of objectives across channels, markets, and personnel. He also applies his offer subject matter expertise to private equity (PE) firm acquisitions to position companies for sale.

How Damon has Helped Businesses Grow

- Achieved four-year growth plan in 2.5 years positioning Sandler Training for sale at 4X company value. Contributed to long-term growth and brand presence with comprehensive enterprise business transformation and stabilization efforts.
- Increased new product revenue 5X by establishing product development function, hiring new leadership team, and training.
- Increased revenue 174% by pivoting during COVID-19 to deliver sales and training virtually, building strong growth foundation and new business models.
- Grew revenue from \$25 million to \$40 million with 15% CAGR at Miller Heiman (now Korn Ferry). Personally generated \$10 million to \$15 million in annual revenue by securing biggest deals in company's history.
- Drove \$120 million in revenue growth at Korn Ferry strategizing and establishing account management program for top 50 accounts.
- Grew revenue 4X over 4 years with 90% gross margin by expanding distribution partners to 30. Acquired Australian partner and developed into entire APAC area with growth strategy that became company blueprint.
- Increased per-consultant productivity by \$400,000 in 3 years applying strong leadership expertise, professional development and training skills, and coaching abilities.

Executive Experience

- Executive Vice President, Enterprise Group, Sandler Training
- Head of Global Strategy and Growth, Sandler Training
- Managing Director, North American Sales, Korn Ferry (formerly Miller Heiman Group)
- Executive Vice President, Enterprise Accounts Sales Performance, Korn Ferry
- Managing Director, Global and Strategic Accounts, Korn Ferry
- International President, Korn Ferry

Expertise

Industry Experience

- Healthcare
- Professional Services
- Technology
- Insurance
- Financial Services
- Communications

Specialties

- Growth Strategy
- Sales Growth
- Go-to-Market Strategy
- Demand Generation
- Deal & Account Management Process & Coaching
- Sales Methodology & Training

Education

- University of Wolverhampton
- Bridgnorth College

Contact Information

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