



Ray Healy

Chief Sales Officer

About Ray Healy

A dynamic and competitive leader, Ray delivers sales growth and profitability in private equity-backed organizations. Recognized as an innovator with expertise in driving organizational performance, he enhances productivity, maintains high quality standards, and fosters excellent organizational skills. Demonstrating strong analytical abilities, he excels in leading high performing teams within complex organizational structures. Equipped with vision backed by an extensive track record of leadership and proven results, Ray leverages excellent communications skills to influence operational performance and maximize results.

How Ray has Helped Businesses Grow

- Delivered \$47 million revenue, exceeding budget by 42%, spearheading the development of a comprehensive growth strategy at enterprise security solutions company.
- Drove 42% more traffic to website and increased qualified leads 54%, implementing SEO and SEM campaigns with Salesforce automation launch.
- Created 15% annual organic growth and improved customer retention from 89% to 97% reorganizing key account management team at premium ice company.
- Built/sold a successful start-up organization closing at 15x multiple.
- Drove 12% incremental new sales entering/exiting the season, contributing to 97% retention rate, implementing twice a year business review process with all national accounts.
- Achieved \$163 million in annualized sales for FY surpassing the previous record by \$12 million at integrated security solutions provider. Increased the aggregate sale size by 45% from \$4.2 million to \$6.1 million.
- Attained 48% FY sales increase and drove top-line growth 43% while improving net margin 31% in two years, leading the transformation of retail sales team from a geographic to a vertical focus at transportation solutions company.

Executive Experience

- Chief Revenue Officer, Tarian
- SVP, Client Development/CCO, Arctic Glacier Premium Ice
- VP/GM National Account Sales, U.S. Security Associates, Inc.
- RVP, Southwest, NBSL, Inc.
- Vice President National Accounts, U.S. Security Associates, Inc.
- President, Inspiratranz, LLC
- Region Vice President, Securicor

Expertise

Industry Experience

- Professional Services
- Industrials
- SaaS
- Private Equity
- Technology
- Enterprise Security
- Transit & Transit Services

Specialties

- Omni-Channel Marketing
- Growth Strategy
- Sales Growth
- Go-to-Market Strategy
- Sales Team Architecture & Efficiency
- Change & Turnaround Management
- Pricing & Incentive Program Build & Implementation
- Rebranding & Market Perception Strategy

Education

- Master of Arts, Strategic B.S., Finance, San Diego State University

Contact Information

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