

Chris Harper

Enterprise Sales Director | Regional Sales Manager

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Professional Summary

Sales leader with 15+ years of experience building teams, growing revenue, and putting structure behind what drives performance. I've consistently delivered results while also focusing on the systems behind the number, improving forecast accuracy, scaling coaching, and helping teams execute more consistently.

In my current role at LinkedIn, I lead across a large, complex book of business while working closely with enablement, sales insights, and AI initiatives to improve how our teams operate day to day. I'm at my best when I'm not just hitting targets, but building a more predictable path to success for the people around me. I've maintained forecast accuracy within 2% and led teams that consistently outperform expectations through disciplined execution.

Name of Employer

LinkedIn — Regional Sales Manager, SMB / Mid-Market

Chicago, IL | May 2022 – Present

Revenue Performance: Consistently delivered strong results across multiple fiscal years, including FY23 100%, FY24 102%, FY25 105%, and 110% attainment in the most recent half of FY26. Closed the largest SMB/MME deal at \$1.49M.

Team Leadership: Lead 8 Account Directors across a \$25M+ portfolio of ~1,000 accounts, managing a mix of 70% renewal and 30% new business.

AI & Systems Build: Built and deployed AI-powered coaching and call analysis tools to identify deal risk, improve forecast accuracy, and scale coaching during coverage gaps.

Enablement Impact: Played a key role on the AI Trailblazers team, helping drive adoption and improve execution quality across North America.

Sales Operations: Partnered with Sales Insights to improve how reps prioritize accounts, manage pipeline, and time deals more effectively, contributing to consistent forecast accuracy within a 2% range.

Talent Development: Helped new hires ramp quickly through structured onboarding, hands-on deal coaching, and clear performance expectations.

Sales Strategy: Built a more disciplined sales motion by reinforcing data-backed POVs, stronger executive conversations, and embedding MEDDPICC into deal strategy to improve qualification, deal control, and forecast accuracy.

Verizon Wireless — Director, Retail Sales

Chicago, IL | Feb 2021 – May 2022

P&L Management: Led 9 leaders and 100+ employees across retail and SMB channels with full P&L accountability.

Growth: Increased SMB mix to 30%, leading the Great Lakes Market through disciplined execution and operational rigor. Scaled the region to the #2 SMB market in the enterprise by expanding a playbook originally built as the #1 SMB district in the company.

5G & FWA Leadership: Drove 5G Fixed Wireless Access adoption to over 13% of sales, significantly outperforming peer regions that struggled to exceed 5%.

Enablement & Execution: Led 5G rollout across 500+ field reps and 125+ managers, ensuring consistent execution across a multi-market territory.

Earlier Leadership Roles — Verizon Wireless

Cleveland, OH

Progression: Advanced through multiple leadership roles including General Manager and District Manager, delivering consistent top-tier sales and customer experience results.

District Manager: Led 7 retail locations across Akron/Canton, ranking Top 10 of 44 districts and building the #1 SMB district in the company through focused execution and team development.

General Manager: Managed multiple high-volume locations, consistently exceeding 100% quota attainment and ranking Top 10 out of 62 stores. Recognized as an SMB Champion for driving business sales growth at the local level.

Recognition: Named District MVP and drove sustained year-over-year growth through talent development and execution excellence.

Skills Summary

Enterprise & Mid-Market Sales Leadership • Forecast Accuracy & Operating Rigor • AI-Enabled Sales Enablement • Talent Development • Cross-Functional Influence • RevOps & Sales Insights Partnership • Executive Communication

Education

Kent State University — Business Sales & Marketing (Incomplete)

Coursework Focus: Business Sales, Marketing Strategy, and Economics