

Contact

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Top Skills

Sales Strategy

Sales Execution

Team Leadership

Carol Shumate

Director of Global Partnerships
San Francisco, California

Summary

Accomplished sales leader who thrives in a dynamic, people centric environment, committed to the value of a customer centric sales approach

Talented in developing and executing sales strategy to enable an organization to best utilize their resources, assets, and processes to drives sales growth and market share gains. Skilled communicator. Driven to achieve.

Experience

Rockwell Automation
Director of Global Partnerships
June 2019 - Present
San Francisco, California

Rockwell Automation
Sales Leadership
August 2010 - Present
San Francisco, California

- Responsible for turnkey solutions, hardware, and software sales growth for industrial customers throughout ecosystem of influence
- Focus on bringing unique teams into a single army for gains in effectiveness and efficiencies.
- Drives resource alignment, allocation, and investment build out. Team includes 76 Sales Mangers, Account Managers and Domain Experts
- Directed a successful commercial plan and execution strategy for multiple product businesses across several unique markets and leadership teams
- Driving amplification through 3rd party companies as a channel to market
- Enables resources to grown professionally and individually

Rockwell Automation
International Leadership
April 2014 - October 2014 (7 months)

Suzhou, Jiangsu, China

- Short Term Assignment transitioning the sales structure to better support the channel to market
- Worked with senior leadership in Asia Pacific, local Chinese leadership, distributor leadership to develop scope of role and onboard a dedicated team to drive market effectiveness and amplification of the channel

Rockwell Automation

Sales Account Manager

January 2007 - August 2010 (3 years 8 months)

Greater Chicago Area

- Responsible for sales performance and account management at OEMs and users of product and solutions business
- Focused on aligning with customers' business objectives by developing complementary solutions using products and services
- Worked with sales management, domain experts, business units, and pricing teams to develop and execute account strategies

Education

University of California, Berkeley, Haas School of Business

Master of Business Administration - MBA, Candidate · (2019)

University of Missouri-Columbia

Bachelor, Industrial and Manufacturing Engineering · (2001 - 2005)