

# DANIEL DERHAM

Sales Professional &  
Enterprise Account Director



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## Experience

**SAS**  
**Enterprise Account Director**  
Sep 2019 - Present

### Accomplishment

- Transformed the relationship and protected the revenue on a key strategic account
- Closed \$1.4m net new revenue in my first year
- Taken on the largest territory in the division

**Advantage Go**  
**Account Director**  
May 2017 - Sep 2019

### Accomplishments

- Over 100% to target each year
- Multi £m deals closed
- First to close new micro services product line
- Average account growth 18%

**RDT**  
**Sales Executive & Key account manager**  
May 2015 - May 2017

### Accomplishments

- Closed a Multi £m deal with a large Australian Insurer
- Launched the TRiCE product at Insurtech Rising
- Sold the first managed service offering

**Xchanging (Now DXC)**  
**Project Manager**  
Jun 2012 - May 2015

### Accomplishments

- Successful delivery of Finance Transformation programme
- Successful delivery of Verometrix (aka FD+)
- PRINCE2 Practitioner Certification

## Mantra:

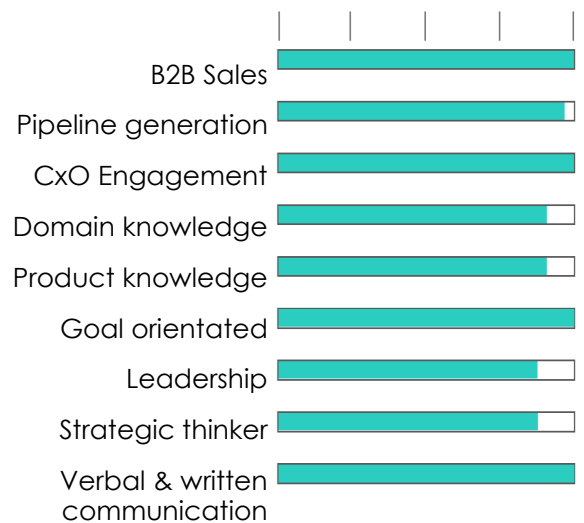
If you only do what you know you can do,  
you'll never be more than you are today.

## Summary

I'm a Enterprise Account Director passionate about building relationships, winning business and delivering sophisticated software solutions that deliver value.

Externally I'm seen as trusted expert with credible Insurance domain knowledge both GI and complex commercial. Internally I'm known for leadership, strategy and energising and coaching team

## Skills & Competences



## Achievement & Certificates

- Closing multi £m deals
- Azure Fundamentals
- Prince 2 Practitioner
- Miller Heiman Strategic Selling
- Reducing my handicap into the teens
- Running my own business

## Interests



## A day in my life

