

Joseph Mansour

Professional Summary

Solutions Consultant with 10+ years of experience delivering enterprise SaaS solutions through consultative sales, technical discovery, and workflow optimization. Proven success engaging Fortune 500 clients to design and drive adoption of cloud-based platforms. Skilled in translating technical capabilities into business value, leading pre-sales strategy, and closing multimillion-dollar deals. Strong ability to demonstrate value by aligning solutions with strategic business objectives and measurable ROI. Experienced managing and developing solution analyst teams to accelerate enterprise sales. Effective at cross-functional team leadership, partner relationship management, and guiding digital transformation initiatives.

Key Achievements

- Consistently exceeded annual sales quotas, serving clients ranging from SMB to Fortune 500 across multiple industries
- Delivered 100+ product demonstrations to C-level IT decision-makers, accelerating deal progression
- Achieved 25% year-over-year solution sales growth by strengthening partner relationships and optimizing customer engagement
- Built and scaled a nationwide pre-sales team supporting \$10M+ in annual software revenue

Professional Experience

Canon USA Inc.

Sr. Manager, Enterprise Solutions Strategy & Pre-Sales

Dec 2024 – Present

- Defined and executed strategic direction for enterprise SaaS solutions portfolio
- Led solution analysts and product specialists to deliver technical discovery, proof of concepts (POCs), and roadmap alignment
- Partnered with executive clients during discovery and solution design to align offerings with business goals
- Influenced product development through customer feedback and technical use cases

Manager, Enterprise Solution Sales

2018 – 2024

- Managed team delivering pre-sales consultation and technical demos; engaged reseller partners and enterprise clients
- Executed consultative sales strategies, increasing enterprise software adoption by 40%
- Directed large-scale sales engagements including RFPs and executive presentations for Fortune 100 clients
- Collaborated with marketing and product teams on go-to-market (GTM) initiatives, partner training, and sales promotions

Solution Sales Analyst

2014 – 2018

- Managed sales territory of reseller partners, providing pre-sales support and growth strategies
- Delivered technical demos, led discovery calls, and helped design customized workflow solutions
- Supported key enterprise wins including a \$2.5M deal with a Northeast healthcare system
- Drove 25% year-over-year sales growth through partner enablement and customer success

Senior Marketing Specialist

2012 – 2014

- Led product launches, collateral development, and training for imageRUNNER ADVANCE series
- Delivered field sales training at regional offices and partner sites
- Represented Canon at trade shows with live product demonstrations

Marketing Specialist / Associate Specialist / Intern

2008 – 2012

Supported marketing, sales training, and promotional strategy for Canon's solutions portfolio

Education

Siena College, Loudonville, NY

B.S. Marketing/Management, Minor in Information Systems

Presidential Scholar | May 2008

Archbishop Molloy High School, Briarwood, NY

Graduated June 2004

Certifications

- Google Professional Cloud Architect
- Google Associate Cloud Engineer
- CompTIA CySA+
- CompTIA Network+

Skills

- Pre-Sales & Consulting: Discovery Workshops, Technical Product Demos, Workflow Assessment, ROI Analysis
- Sales Strategy: Consultative Selling, Enterprise Account Management, SaaS Sales, Partner Enablement
- Cloud Platforms: Microsoft Azure, Google Cloud Platform, uniFLOW Online, Canon Workflow Solutions
- Leadership: Sales Team Management, Cross-functional Leadership, Executive Communication