

# PHILIP ARSENIS

**Regional Sales Manager | Windows & Exterior Building Products | Territory Growth**

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## EXECUTIVE PROFILE

Construction-industry sales leader with 15+ years growing territories, winning strategic accounts, and driving profitable commercial performance across construction, industrial, and building-products markets. Led a ~70-person North American field sales organization with full P&L responsibility for a ~\$70M construction rental and services business, with ownership of pricing, market strategy, key accounts, forecasting, and customer growth. Earlier roles included direct account management and regional sales leadership, giving me hands-on experience building customer relationships, opening new business, and expanding market share.

## EXECUTIVE STRENGTHS

Territory Growth | Building Products | Distribution & Dealer Accounts | New Business Development | Strategic Accounts | Pricing & Margin | Forecasting | Customer Retention | Pipeline & CRM Discipline | Construction Markets

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## PROFESSIONAL EXPERIENCE

### **RevBuild Solutions - Dallas, TX | Founder & Managing Partner | 2025-Present**

Founded a GTM execution firm serving construction technology, industrial technology, and building-products companies. Built repeatable systems spanning market segmentation, messaging, CRM, outbound execution, pipeline governance, and sales forecasting.

- Scaled to 7 retainer clients averaging ~\$7K/month and built an 8-person contractor team across sales development, RevOps, data, automation, marketing, and delivery.
- Built new-logo and market-entry programs for founder-led companies, translating customer value into buyer-specific messaging, target-account strategy, and measurable activity standards.
- Coached sales execution, discovery quality, CRM adoption, pipeline visibility, account expansion, and follow-up discipline across client teams.

### **Gemini Inc. - Dallas, TX | Global Director, Sales & Operations | 2024-2025**

Led sales, customer experience, and global operations across the U.S., Canada, and India, including 300+ employees, 70 India-based partner FTE, and ~\$180M in sales. Owned commercial execution, customer service, revenue acceleration, and operating performance.

- Reversed multi-year revenue decline and delivered sustained 10% revenue growth through sales execution, operational discipline, and customer experience improvements.
- Reduced quote turnaround time 80% by redesigning workflows, accountability, and global support structure.
- Established 24/5 global operations model via India partnership, cutting FTE costs by >50%; launched self-service portal to 55% adoption.

### **Hilti Inc. - Plano, TX | VP Sales / Division Manager | 2021-2024**

Directed a ~70-person North American field sales organization with full P&L responsibility for a ~\$70M rental and services business serving major construction customers. Led market strategy, new business, account growth, pricing, talent, forecasting, and performance management.

- Improved profitability from 7% to 15% through volume growth, pricing, cost management, and operating discipline.
- Built global strategy for large, complex customers and negotiated product, software, and service exclusivity with the second-largest rental customer.
- Restructured the sales model, clarifying territories, leadership roles, performance standards, coaching expectations, pipeline cadence, and accountability.

### **Hilti Inc. - Plano, TX | Regional Sales Manager | 2019-2021**

- Grew market share during the 2020-2021 construction downturn through field coaching, pipeline discipline, and strategic-account execution; developed leaders and promoted >50% of the team during tenure.

### **Hilti Inc. - Schaan, Liechtenstein / Tulsa, OK / San Francisco, CA | Earlier Leadership Roles | 2012-2019**

- Global Product Manager: owned global strategy and rollout for \$100M product line, driving 7% growth and reversing profit decline. Prior Product Manager grew business from \$75M to \$90M; Account Manager doubled sales from \$400K to \$800K.

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## EDUCATION & SERVICE

Master of Global Management, Cum Laude - Thunderbird School of Global Management | BA, Political Science, Cum Laude - Occidental College | Lance Corporal, Special Forces - Hellenic Army