



# MICHAEL ANDERSON

## Sales Governance Manager

Results-driven Sales Governance Manager with a strong background in compliance and risk management within the telecommunications industry. Expertise in creating and enforcing governance policies that enhance operational integrity and support sales growth. Proven success in conducting audits and assessments to identify compliance gaps and implement corrective actions. Skilled in engaging stakeholders and fostering collaboration across teams to promote a culture of accountability.

### CONTACT

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- San Francisco, CA

### EDUCATION

#### Bachelor of Science in Business Administration

University of Southern California  
2016-2020

### SKILLS

- Compliance Management
- Risk Analysis
- Sales Optimization
- Data Interpretation
- Training Facilitation
- Stakeholder Collaboration

### LANGUAGES

- English
- Spanish
- French

### WORK EXPERIENCE

#### Sales Governance Manager

2020-2023

Telecom Innovations Ltd.

- Developed and enforced sales governance policies, resulting in a 30% decrease in compliance violations.
- Conducted comprehensive compliance audits and prepared detailed reports for management.
- Collaborated with legal teams to ensure sales practices align with regulatory standards.
- Facilitated training sessions aimed at enhancing compliance awareness among sales staff.
- Analyzed sales performance metrics to identify compliance risks and recommend improvements.
- Engaged with external regulators during compliance inspections and audits.

#### Compliance Analyst

2019-2020

Global Telecom Group

- Assisted in the development of compliance frameworks for sales operations.
- Monitored sales activities to ensure adherence to governance policies.
- Prepared compliance reports and presented findings to management.
- Conducted training on compliance issues for sales teams.
- Collaborated with various departments to align sales initiatives with compliance objectives.
- Participated in internal audits to assess compliance effectiveness.

### ACHIEVEMENTS

- Reduced compliance violations by 30% through effective governance implementation.
- Recognized for outstanding contributions to compliance management with the Compliance Achievement Award.
- Successfully implemented a new sales compliance training program that improved staff understanding of regulations.