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## Long View Systems (LVS)

Nov 2019 – Feb 2021

*Hewlett-Packard Business Partner Solution Architect*

Supplied support to Procurement, Solution Architect, and Account Management teams through configuration and pricing program assistance. Liaised and forged positive working relationships with local Hewlett-Packard sales and support teams.

- **Orchestrated largest single deal closed at Longview Systems to that date of \$6M+ in hardware, software, services, and support**, by developing architecture and proposal to address refresh of infrastructure to support key ERP, HR, and billing applications at major utility company.
  - **Sourced and partnered with manufacturer and coordinated both manufacturer and internal resources** to address all aspects of a complex solution set, including overall infrastructure architecture, required services, and ongoing equipment support.
  - **Worked with manufacturer and key distributor to set competitive client price** that ensured profitability.
  - **Led to Hewlett Packard Partner of the Year for Overall Growth** award.

## Acrodex (formerly CompCanada Atlas)

Apr 2007 – Oct 2019

*Server & Storage Solutions Specialist (Jan 2003 – Oct 2007)*

Reporting to Director of Sales for Northern Alberta, partnered with account executives and sales representatives on solution architecture and strategies to close deals on storage and server solution within sales representative territories, leveraging market trends and competitive intelligence. Liaised with server and storage vendors.

*Team Lead, Inside Sales (Apr 2014 – Jul 2016)*

Managed internal project planning and delivery. Oversaw candidate interviews, employee performance appraisals, and expense and time approvals. Analyzed financial and profit margin reports and audited Advanced Disposal Surcharge reports. Served as initial contact for customer escalations and service level agreement (SLA) development.

- **Soared job satisfaction and eliminated staff attrition, completing a record sales year of \$70M+ in hardware sales with limited use of overtime** by finding and correcting lack of competency among outside sales and inside sales staff, which had caused over utilization of more senior Inside Sales Representatives (ISRs).
  - **Constructed personalized training and development plans** for each ISR, focused on key milestones.
  - **Shifted team structure from individual to team responsibility** for key verticals, with team leaders.
  - **Assisted in Acrodex receiving multiple awards**, including Avnet Technology Solutions Partner of the Year.

**Previous at Acrodex:** *Associate Account Executive (2007-2014); Customer Service Representative (2007)*

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## CERTIFICATIONS & TRAINING

**Citrix Certified Sales Professional**

**ITIL Version 3 Foundation Certification**

**Accredited Pre-Sales Professional – HP Enterprise Solutions**

**Accredited Sales Consultant – HP Enterprise Storage Solutions; HP Superdome Solutions Multi OS; HP Storage Works XP Solutions; HP Virtualization Solutions; Network Security**

**Accredited Sales Professional – Network Security; HP Business Critical Server Solutions Multi OS**

**Accredited Pre-Sales Consultant – HP ProLiant Server Solutions; HP Enterprise Networking; HP StorageWorks Solutions Architect**

**HP Sales Certified – Networking; Support Services Levels 1 and 2**

**HP Storage StoreOnce 101 Boot Camp**

**HP 3PAR Sales & Pre-Sales Training**

**IBM eServer Certified Specialist – eServer p5 Solution Sales**

**EMC System Engineer Accreditation – Strategies and Solutions**

**EMC Sales Accreditation – Strategies & Solutions; Backup and Recovery**