Scott Hertweck

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SUMMARY OF EXPERIENCE

I am a well educated professional with over 15 years of experience in technical sales, leadership and business development in the information technology industry. My key skills include business negotiation, solution development, and leadership roles. I am an innovative and highly analytical thinker with the proven ability to engender trust, build key relationships, enhance productivity and drive revenue. Key skills include:

* Account Management Solution Development IT Consulting
* Business Start-Ups Leadership Strategic Sales (Miller-Heiman)
* Risk Control Quantitative Analysis Marketing Analytics
* Sales Training Business Development Saas Product Management
* Financial Management CRM Microsoft Office Suite Asset Management
* Citrix VMware ITIL V3. Linux/Windows OS CEH (in certification process)
* Infosec (NAC, DNS, Snort, TPC/IP, DDos, Intrusion Detection, VLAN, LAN)
* Mcafee IPS Symantec Netbackup Cisco Firewalls

Sales & Business Development

**Sales Engineer, Pinnacle Technology Consulting, Phoenix, AZ (2009-2011)**

* Inspiring the sales representative team, helping them in accomplishing their sales goals.
* Help sales representative in product and quoting information.
* Worked and met with the manager of sales daily to update the progress of team.
* Provide training to the newly hired employees about the policies and procedures.
* Discuss with clients to help in closing the sale.
* Assist and perform other assigned duties.
* Examined client issues and resolved them by coordinating and communicating with executive management and staff.
* Met and exceeded company established market share goals by effectively growing the existing territories.
* Continuously remained in touch with the latest in product trends and constantly update latest and prospective clients of those trends.
* Consult, market and manage additional products and services to the allocated client base.
* Examine client issues and resolve them by coordinating and communicating with executive technologies management and staff.
* Meet or exceed company established market share goals by effectively growing the existing territories.

**Manager of Business Development, Sungard Technologies , San Diego, CA, Phoenix AZ (2002-2009)**

* Continuously remain in touch with the latest in technology and constantly update latest and prospective clients of the technology.
* Worked and met with the Director of sales daily to update the progress of team.
* Trained, mentored, motivated and managed internal marketing team.
* Developed key relationships with vendors and wholesalers
* Assembled sales & marketing teams for trade show samplings
* Created a fully integrated sales approach by coordinating efforts between inside and outside sales team members and marketing campaigns
* Measured and tested KPI’s to meet continual process improvement goals
* Empowered and enhanced sales training approach by utilizing Miller-Heiman and Raingroup sales methods and strategieis
* Controlled budget to meet expense guidelines
* Inspired the sales team, helping them in accomplishing their project goals.
* Helped sales representatives in product and quoting information.
* Instituted Strategic Selling approach to reach C-level decision makers.
* Developed and instituted streamlined sales training program to reduce the sales team learning curve and enhance the feedback loop
* Responsible for sales budget and goal setting
* Introduced Salesforce to become standard CRM for the company
* Reduced sales lifecycle by 60% by utilizing digital marketing
* Introduced Social Media and Social Networking to help optimize sales prospecting

**Pre-Sales Engineer, Insight Trader Technologies, San Diego, CA (1995-2002)**

* Worked and met with the Director of sales daily to update the progress of team.
* Trained, mentored, motivated and managed internal marketing team.
* Developed key relationships with vendors and wholesalers
* Introduced Experiential Marketing to enhance customer engagement with the brand
* Assembled sales & marketing teams for trade show samplings
* Created a fully integrated sales approach by coordinating efforts between inside and outside sales team members and marketing campaigns
* Measured and tested KPI’s to meet continual process improvement goals
* Empowered and enhanced sales training approach by utilizing Miller-Heiman and Raingroup sales methods and strategieis
* Controlled budget to meet expense guidelines

Start-ups

Engineered and helped customize the marketing and promotional technology. Created key technical documents to help in complex sales campaigns. Result: Increased customer retention by successfully generating consistent processes throughout the business.

EDUCATION

Majored in Finance (136 units completed), Arizona State University (Tempe, AZ)