**Jason Neuhring**

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**OBJECTIVE**

**Obtain a Sales Management position, which leverages my strengths in Enterprise Software sales execution, market knowledge and client relationships while providing opportunities for career growth.**

**EMPLOYMENT**

2/10-Present **Director of Sales- Automotive & Transport, Coverity Inc.**

Promoted to Director of Automotive vertical with focus on Automotive OEM’s, Tier 1’s and suppliers. Negotiated Enterprise contracts with Garmin, Johnson Controls, Panasonic Automotive, Autoliv, Continental Automotive and added new OEM clients GM and Toyota.

10/05-2/10 **Regional Sales Manager, Coverity Inc.**

Opened a new territory selling Static Analysis solutions to Enterprise and Embedded clients. Key vertical success in Telecom, Medical, Mil/Aero, Automotive, Diversified Electronics, Enterprise Software, and Storage with large scale enterprise wins at GE Healthcare, Alcatel-Lucent, RIM, Lexmark, Rockwell Collins, Quantum, LSI and Symantec. Exceeded Quota four out of five years.

2/03- 10/05 **Regional Sales Manager, QNX Software Solutions Inc**

Direct sales responsibility of development tools, operating systems, royalties, professional services and training programs. Increased revenues in top 5 accounts an average of 30% in the first year. Exceeded yearly quota after 3 quarters and attained top salesperson of the year award.

9/02-1/03 **Regional Sales Director, Ice Soft Technologies Inc**

Startup Company with direct sales responsibility of JAVA Web Client access software for enterprise applications and embedded systems. Venture Capital Company changed financial commitment.

5/00-7/02 **Motorola Sr. Account Manager, Wind River Systems**

Promoted to Wind Rivers core product division selling a wide variety of software products including RTOS’s, network protocols, development tools, consulting services, royalties, and market driven solutions. Managed team of 20 specialists solely focused on Motorola support and business development.

1/99-4/00 **Large Account Manager Embedded Support Tools (EST)**

Focused exclusively on large account development and expanding market share within Lucent, Motorola, GE Medical, Boeing and Tellabs by penetrating the manufacturing/production test operations as well as development groups, achieved 120% quota.

8/96-12/99  **Sales Manager Midwest, Embedded Support Tools (EST)**

Direct sales of embedded development tools for HW/FW emulator company focused on Motorola high-end microprocessors. Focused on chip venders and developing third party relationships. Developed and managed the strongest domestic territory while constantly exceeding quota.

1/95-8/96 **Central Territory Manager, Cygnus Support**

Sales responsibility for Public Domain software included UNIX and PC development tools and network security as well as C/C++ compiler technology. Unique businesses model required consultative sales approach based on solutions and value. Managed previously undeveloped territory into 3rd largest within first year.

9/90-12/94 **District Sales Manager, MacKellar Associates Manufactures Representative**

Responsibilities included setting quotas, training and support for field sales reps, recruiting new product lines while maintaining territorial sales for OEM and VAR product lines.

7/89-9/90 **Sales Engineer, MacKellar Associates Manufactures Representative**

Opened new office in Chicago selling 15 different product lines focused on instrumentation and software. Technical sales responsibilities included product demos, sales seminars and customer support. First year revenues exceeded one million dollars.

**EDUCATION**

**Bachelor of Science Degree Electronics Engineering**

DeVry Institute of Technology- Graduated June 1989-Presidents List

References available upon request