**Chuck Dunham**

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**Professional Summary**

Accomplished and dynamic sales executive with a proven track record in Cloud, SaaS, Mobility, Enterprise Applications and API Management. Team-player and innovator with a self-starter mentality who can leverage the extended sales team for scalable results across multiple businesses.

**Highlights**

* Closed SaaS solution for Field Service Management with a new logo valued at $1.47m ARR.
* Expansion sale to large existing customer for new modules and licenses valued at $1.55m ARR.
* Thought leader and data-driven.

**Skills**

* Experience selling Information Technology products, consulting services and managed services.
* Experience selling Cloud and managed services to both Enterprise and SMB markets.
* Strategic thinker with ability to sell complex technology solutions of products and services.

**ServiceTrade,** Durham, NC **May 2021 to Present**

ServiceTrade is a software company that provides a SaaS Cloud and Mobile platform for managing the delivery of service for commercial service contractors in North America.

***Territory Manager, Great Lakes Region***

Lead the sales process for the ServiceTrade SaaS solution for new account logo acquisition and customer expansion. Responsible for driving all phases of the sales process; lead and empower a team of SDRs, BDRs, Inside Sales reps and Account Managers to conduct discovery, qualify and perform demos. Collaborate with Marketing to create innovative demand generation efforts to identify new opportunities across the Great Lakes region. President’s Club for 2 years in a row.

**Personal Sabbatical,** Cleveland, OH **March 2020 to May 2021**

**ServicePower,** McLean, VA **January 2019 to March 2020**

ServicePower is a leading Field Service Management SaaS company focused on service for the home market. ServicePower was acquired by Diversis Capital in 2017.

***Sr. Account Executive***

Led the sales process for Field Service Management solutions for new account logo acquisition and expansion of select strategic accounts. Responsible for all phases of the sales process to drive opportunities to closure. Worked with ServicePower Marketing, Business Development and Customer Success to identify new logo prospects and expansion opportunities within existing customers in the North-Central region of the US. Over Achiever’s Club for full year 2019.

**ServiceMax,** Pleasanton, CA **May 2017 to January 2019**

ServiceMax is a Field Service Management SaaS company and a Gartner Magic Quadrant Leader. ServiceMax was acquired by Silver Lake private equity from GE in January 2019.

***Sr. Account Executive***

Led the sales process for Field Service Management solutions for new account logo acquisition. Responsible for all phases of the sales process to drive opportunities to closure. Worked with ServiceMax Marketing, Inside Sales and various GE business units to identify new opportunities and create demand generation activities in the Great Lakes region of the US. Over goal for 2018.

**TIBCO Software,** Palo Alto, CA **December 2015 to May 2017**

Hundreds of digital leaders use the Mashery API Platform to drive their mobile and digital strategies with APIs, apps, and data. Mashery is a core component of the TIBCO Fast Data Platform and enables customers to accelerate their digital initiatives at the edge of their business.

***Sr. Account Executive***

Led the sales process for API Management for new account logo acquisition as well as expansion within the existing TIBCO customer base. Responsible for all phases of the sales process. Worked with the legacy sales team, TIBCO Marketing and Inside Sales to identify new opportunities and create demand generation activities in the North-Central region of the US.

President’s Club for 2016.

**Apigee Corporation,** San Jose, CA (now Google Cloud) **June 2013 to December 2015**

Apigee is the Gartner Magic Quadrant leader in the API Management Platform market. Apigee was acquired by Google in 2016.

***Account Executive – Strategic Accounts***

Led the sales process for expanding the Apigee presence within key strategic customers in the central US. Responsible for driving an insightful sales methodology using Apigee value across different touchpoints with these organizations. Understand and sell the complete and evolving Apigee product line of API management and Big Data solutions. Engage Apigee partners to identify new opportunities, expand relationships and drive deals to higher levels. Over quota for 2 years.

**Kony Solutions,** Orlando, FL **January 2012 to June 2013**

Kony is a leader in the Enterprise Mobility market and offers a Mobile Application Development Platform that enables a “write once, deploy everywhere” paradigm.

***Account Executive***

Led the process for direct sales into target accounts in key vertical markets for mobility offerings to B2E, B2C and B2B. Responsible for driving a solution sales process including prospecting, discovery, application blueprinting, proposal creation, Business Case, ROI/TCO development, and contract negotiation. Work with Kony certified partners for co-selling and penetrating target accounts. Provide feedback to executive management, marketing and product development for new markets, partners and product needs.

**EDUCATION**

**STATE UNIVERSITY OF NEW YORK AT BINGHAMTON**

Bachelors in Mathematics and Computer Science