

BRETT A. MYERS, MBA

linkedin.com/in/brettamyersmba/

(702) 720-7130
brettamyersmba@gmail.com

Manufacturing Technology Sales Leader

Business Development ♦ Strategic Planning ♦ Project Management

- Driven, results-focused professional with 15 years of experience managing all aspects of the sales lifecycle encompassing go-to-market strategies, prospecting, forecasting, pipeline management, installation, and customer support
- Specialize in the IT and electrical industries with strong acumen in data communications and data center / colocation consulting and design
- Extensive network and sphere of influence; proven ability to build trust and credibility, cultivate strategic partnerships, and leverage relationships using a consultative sales approach

Areas of expertise:

- Negotiating and closing deals
- Business continuity
- Channel management
- New product launch
- Disaster recovery
- Team leadership and training

Certifications:

Certified Data Center Professional (CDCP), license # 4816183.1241728 – EPI

Certified Telecommunications Project Management (CTPM), license # OV-CNET-UK-0214-1 – CNET

AWS Certified Cloud Practitioner

Experience

TECHMONKEY, Dallas/Fort Worth, TX

(2018 – Present)

Regional Sales Manager

Develop opportunities and provide consultation and design services for data communication projects, both remodels and new construction. Collaborate with manufacturers, contractors, and distributors to ensure business continuity and on-time project deliverables.

- Secured a \$2.4M project with Southwest Airlines to upgrade uninterrupted power supply (UPS) nationwide.
- Project's success led to winning the company's data center relocation initiative with cabinets, wire managers, and software totaling \$478K.

LEGRAND NORTH AMERICA, Dallas/Fort Worth, TX

(2011 – 2013, 2016 – 2018)

Outside Sales / Marketing Rep, 2016 – 2018

Drove sales of company's electrical brands to local distributors, contractors, and consultants.

- Collaborated with Mayer Electric (major wholesale distributor) and Prism Electric (commercial electrical contractor) to secure three of the company's product lines with the Scottish Rite Medical Campus. Project total value: \$449K.
- Obtained and managed a \$174K project with Renaissance Hotel by leveraging the relationship with Mayer Electric.
- Achieved 109% of \$2M quota, 2017.
- Recognized with Circle of Excellence United Electrical Sales Award, 2017.

Business Development Manager – Northern California, 2011 – 2013

Drove sales of a variety of the company's data communication brands for use in commercial, industrial, and residential markets. Managed a fixed list of 30 Fortune 500 targeted accounts.

Experience (continued)

- Cultivated relationship with the VP at Informatica which secured the data center relocation of QTS for \$140K. Success of project subsequently won the headquarter relocation of QTS for \$450K.
- Developed strong partnership with the CoreSite area manager and secured the custom build of 24 network cabinets with wire managers for their colocation tenant, Arista Networks. Project total value: \$51K.
- Achieved 104% of \$1.5M annual revenue quota, 2012.

JOHN B. RUDY CO., Dallas, TX

(2014 – 2016)

Regional Sales Manager

Managed a four-state territory (TX, LA, OK, NM) for this low voltage distributor and a staff of inside and outside sales reps. Provided product and system training as well as leadership in sales strategy.

- Established and managed a warehouse in North Texas to store more than \$1M in materials. Facility expedited the distribution of materials and increased company's regional market share.
- Won multiple projects for Santander Consumer USA, including the installation of call centers on 13 floors of the Santander Tower. Projects and service business totaled \$1.87M.
- Phased out a national competitor and secured purchasing commitment of materials for all 60 Chuck E. Cheese / Peter Piper Pizza locations at approximately \$20K per location, totaling \$1.2M.
- Partnered with the manufacturer Sumitomo and two fiber installers to win the air-blown filter portion of Texas Instruments' south campus remodel. Project total value: \$510K.
- Achieved 102% of \$4M annual revenue quota, 2015.

EWING FOLEY, Cupertino, CA

(2013 – 2014)

Outside Sales Representative – Northern California

Drove electrical and networking product sales for this manufacturers' rep agency through channel management, business development, and strategic partnerships.

- After ongoing calls with the contractor, closed \$200K in connectivity and cable through the client's preferred distributor.
- Oversaw QTS' conversion from offices to white space. Negotiated cabinets and cable managers for approximately \$110K.

Previous experience includes positions as Software Business Development Manager, Sales Manager, and Account Manager in technology-driven organizations.

Professional Development

Master of Business Administration, UNIVERSITY OF PHOENIX

B.S., Biology, UNIVERSITY OF NEVADA, Las Vegas

Company-provided training:

- SPIN Sales (Including Challenger Sales Training)
- Blue Ocean Strategy (Identify and Develop Uncontested, Growing Markets)
- Hay McBer's Emotional Intelligence (Pacesetting Management Style)