|  |  |
| --- | --- |
| Jacob hardgrove  objective  Seeking a Sales Engineering roll with an ambitious tech organization that can leverage my technical and professional sales expertise to capture market share and close new business. I specialize in Carrier Network Infrastructure and Hosted Unified Communications solutions for the Enterprise.  Experience | |
|  | **October 2017 – Present RingCentral Belmont, CA**  Solutions Engineer – Major Accounts   * Subject matter expert for Unified Communications as a Service industry leader. * Working closely with Account Executives on deals between 500-1000 seats across the US and Internationally. * Running discovery calls and meetings with prospective customers to identify opportunities to align products and services with pain points and areas of interest * Running on-site and virtual platform demos of full a complete UCaaS ecosystem to showcase the continued development, global reach and integration capabilities of the platform. * Emphasis on Contact Center, skills and policy based routing, call flow design and distribution, quality of service analytics and reporting.   **March 2009- Nov. 2016 Sonic.net, Inc. Santa Rosa, CA**  Senior Sales Engineer – Enterprise Sales   |  | | --- | | * Technical Advisor and Subject Matter Expert for the California region Enterprise Sales team which consisted of, on average 15 Account Executives for over 4 years and led the Sales Organization in attaining 2011-2015 quota attainment goals. * As a liaison between Network Operations and Enterprise Sales, I streamlined provisioning and installation processes that pertained to all Enterprise Sales products. Including, Hosted PBX and Cloud Collaboration platform software and desktop IP endpoint hardware. * Worked with diverse vendors such as Cisco, Juniper, Adtran, Polycom and Metaswitch to bring solutions to enterprise customers in the form of T1’s, EoC, Fiber DIA, Dark Fiber, POTS, PRI, SIP Trunks, Full Hosted Voice deployments and all of the carrier grade services. * I have been instrumental in in pre-sales, design, implementation, and post-sales support for Enterprise Class Clients such as The Golden State Warriors, The Oakland A’s, The Oakland Raiders, The San Jose Sharks, Lagunitas Brewing Company, Dominican College, and many more. | |
|  |  |
| CERTIFICATIONS | |
|  | * CCNA * CCNP Route |
| [707jlh@gmail.com](mailto:ailto::707jlh@gmail.com)  707-230-0268  1560 Humboldt ST. Santa Rosa Ca | |