**Curtis Ingalls**

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**Summary**

Dynamic and results-oriented leader with a robust background in sales engagement, channel management, and strategic go-to-market initiatives. Proven ability to tackle challenging leadership roles, consistently achieving high levels of success. I specialize in collaborating effectively with cross-functional teams including sales, marketing, and product management to ensure seamless implementations and drive business growth.

My diverse skill set enables me to adeptly address complex business challenges and translate them into innovative technical solutions, delivering measurable ROI. I bring expertise in emerging technologies such as Artificial Intelligence, Machine Learning, Converged Systems, SaaS, Cloud, IoT, XaaS, Big Data, and Cybersecurity, providing agile responses to evolving market needs.

With extensive experience in both B2B and B2C environments, I have a solid track record of surpassing sales quotas and cultivating long-term customer relationships. My strong analytical skills complement a proactive approach to problem-solving, consistently driving positive outcomes for my organization and its stakeholders.

# Experience

**CHECK POINT SOFTWARE INC.**

*Denver, CO | 2018-2024*

**Go-To-Market Leader (Cloud/Global Accounts/Channel Partners)**

* Expanded role from managing cloud accounts in the Western Hemisphere to overseeing all Channel Partners and Global Accounts worldwide.
* Responsible for developing new Partner/Customer relationships globally, negotiating contracts across multiple companies, and growing partners from 2-star to 4-star status through training, revenue growth, and commitment.
* Focused on joint initiatives that resulted in tangible and repeatable revenue gains
* Managed Engineering and Technical Specialist resources across opportunities and geographies, ensuring the master plan's success while attending to the details of each engagement.
* Utilized third-party data (HGI, Zoom Info, Intricately, etc.) to identify and target companies as sale opportunities.
* Analyzed data and translated it into actionable business strategies for teams.
* Acted as a mentor by providing coaching, support, and assistance to account teams, enabling them to overcome obstacles and achieve significant personal and career progress

**CENTURY LINK**

*Denver, CO | 2011 - 2018*

**Global Cloud Partner Alliance Manager |** *2016 - 2018*

* Achieved 23% year-over-year revenue growth and exceeded stretch plan in 2017.
* Launched new System Integrator Cloud partner relationships with HP, PWC, and Accenture, focusing on all phases of onboarding, from discovery and enablement to demand generation and ongoing sales success.
* Mentored Channel Account Managers in developing new Cloud partners, identifying win-win opportunities, and obtained AWS Business Professional Certification to effectively demonstrate the competitive landscape to prospective partners.

**Global Cloud Alliance Senior Manager |** *2014 – 2015*

* Launched and expanded new cloud partnerships with CenturyLink's largest partners, including HP, IBM, Accenture, PwC, Deloitte, General Dynamics, Xerox, Ingram Micro, Westcon, and many other SI, Distribution, and VAR partners.
* Advised indirect channels (traditional master and sub-agents) for CenturyLink, ensuring success with Gartner Magic Quadrant-rated Cloud solutions.
* Implemented solutions involving Public, Private, and Hybrid Cloud, IaaS, SaaS, PaaS, Colocation, bare metal, and managed services for global clients, including Coca-Cola Company.

**SI Channel Development Manager** |2013 – 2014

* Initiated Go-To-Market, Sell-To, Sell-With, and Sell-Through programs across System Integrator (SI) Partners of CenturyLink. Mentored Channel Managers responsible for each SI, ensuring partner growth.
* Exceeded 2013 and 2014 objectives with over $110 Million in Total Billed Revenue (TBR) and achieved 150% sales attainment for all recurring and non-recurring targets.
* Performance led to a promotion to Global Cloud Alliance Senior Manager.

**System Integration Channel Alliance Manager – HP Account** |2011 – 2013

* Led the HP alliance relationship, driving new growth in various sectors and executing the HP resale agreement renewal, increasing revenue from $1M to over $15M (1,500% growth), and expanding the program to over $50M the following year.
* Presided over the first-ever HP Cloud Agile Advisory Council, representing Savvis/CenturyLink.
* Coordinated activities at all HP Discover and Global Partner conferences.

# Education

**UNIVERSITY OF PHOENIX |** Denver, CO

Master of Business Administration - Technology Management

**DEVRY UNIVERSITY |** Kansas City, MO

Bachelor of Science in Telecommunications Management

**Achievements**

**Nortel**

*2007* - Circle of Excellence in the first year

**AT&T**

*2006* - Gold Club award for sales excellence

*2005* - Achievers Club award

# Skills & Interests

**Cloud and Services:** Public/Private/Hybrid Cloud, XaaS (Anything as a Service), PaaS (Platform as a Service), Managed Services, Colocation, AWS Sales, Converged Systems, Big Data, Cybersecurity

**Telecommunications and Networking:** Data Center, Wireless, WAN (Wide Area Network), Hosting, Video Conferencing, Telephony, Enterprise Software, Networking, CPE (Customer Premises Equipment), MPLS (Multiprotocol Label Switching), VoIP (Voice over Internet Protocol), UC (Unified Communications)

**Sales and Business Development:** Business Development, GTM (Go-To-Market) Strategy, Channel Business Alliances, Solution Selling, Direct Sales, Indirect Sales, B2B/B2C, CRM (Customer Relationship Management), Salesforce.com

**Analytical and Strategic Skills:** Data Analytics, Financial Analysis, Strategic Planning and Thinking, Goal Attainment, Expense/Budget Tracking and Forecasting, HG Insights, Intricately Zoom Info

**Management and Leadership:** Account Management, Hiring, Employee Retention, Managerial Acumen, Project Management, Change Management, Stakeholder Management

**Interpersonal and Communication Skills:** Presentation and Public Speaking Skills, Negotiation,

Problem-Solving and Time Management