

# Emmanuel Pochylski

**Bilingual Inside/Outside Sales Executive and Account Manager, IT, SAAS, Software sales, Network Solutions, High Tech Sales, IT Recruiter, Cloud Solutions, Medical Device Sales, Pharmaceutical Sales, VPN, IP, VOIP,**

Pomona, CA

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**BILINGUAL ENGLISH AND SPANISH IT SOLUTIONS AND SOFTWARE SALES EXECUTIVE LOOKING FOR LONG TERM PERMANENT EMPLOYMENT OR CONTRACT WORK.**

Extensive experience and proven track record as a Marketing and Sales executive in highly respected, industry leading firms including start-up companies.

- Proficiency in assisting companies achieve sustainable sales and earnings growth objectives in diverse industries and geographical markets by developing and executing sound strategic plans.
- Directed successful marketing and sales campaigns in the United States, Latin America,  
Willing to relocate: Anywhere  
Authorized to work in the US for any employer

## WORK EXPERIENCE

### **Territory Sales Manager**

Clear Captions - Los Angeles, CA - December 2014 to November 2015

#### Responsibilities

Sales and marketing of a free federal hearing loss home phone program  
Cold calls everyday to setup marketing events at fairs and senior conferences  
Qualifying the clients that i come across at events or through cold calls  
Installing hearing loss home phones for the clientele that signup for the free service  
Driving all over southern California to maintain good customer service for all clients

#### Accomplishments

As a startup program i was able to signup 40 clients per month to reach quota for a 1 year period  
I won top salesman of the month award for 9 months out of the 1 year position  
Became a team leader that was designated as a mentor for new hires

#### Skills Used

Multi tasking  
Time management  
Cold calling  
Negotiation  
Closing the sale skills  
Customer service

Technical installations  
Team leader  
Technical troubleshooting

### **Bilingual Inside/Outside Channel Sales Executive**

AlluCam - March 2014 to December 2014

AlluCam - Bilingual Inside/Outside Channel Sales Executive  
March 2014- December 2014  
Commerce, Ca

AlluCam offers unique DashCam applications and Software solutions, AlluCam provides complete infrastructure services to manage, host and maintain live streaming video camera systems for consumers and corporate clients. AlluCam, the leading provider of DashCam and Mobile DVR technology and services.

- Generate sales of company products and services, exceeding expectations to Develop, identify and close new leads
- Maintain a pro-active selling approach, including face-to-face cold calling as well as telephone cold calling
- Attend industry events, both locally and nationally to promote AlluCam products
- Provide quality customer service and follow up post-sale
- Develop network of key vertical participants to gain visibility of emerging opportunities
- Maintain dialog with clients and prospects to keep abreast of changes in the market
- Contribute to research efforts in new products
- Clear and concise communication skills
- Ability to identify and influence key decision makers
- Sound judgment and decision-making skills
- Negotiate with various level of management
- "Hunter" sales orientation with ability to build a book of business
- Strong technological acumen
- Experience selling technology, Software as a Service (SaaS) and/or service contracts
- PC & mobile computing skills, including presentation creation and internet searches
- Experience thriving in a Base+ commission-driven environment
- Energetic, professional, ambitious and dynamic individual

### **Bi-Lingual Sales Account Manager/Inside Sales Executive**

ARINC/Rockwell Collins, Global Network IT Solutions - June 2013 to March 2014

Annapolis, Maryland

- Interface and secure relationships with strategic partner's field sales counterparts, customer end users, and purchasing contacts
- Pipeline development and management, forecasting and driving top opportunities to closure
- Manage execution of goals including # of opportunities, outbound calls, face-to-face meetings, etc.
- Communication of activities and opportunities to key stakeholders
- Make outbound lead follow up calls to potential and existing customers by telephone and email to qualify leads and sell products and services
- Handle inbound sales lead calls to convert calls into sales
- Overcome technical and business objections of prospective customers while locking out other vendors thereby growing ARINC/Rockwell Collins market share and seeding the account for future business to increase the vendor footprint
- Emphasize salable features, quotes prices and credit terms and prepares sales orders for orders obtained

- Investigate and resolves customer problems with deliveries
- Organize tech days, attended trade shows, developed multi-tiered relationships and "go-to market" strategies
- Prepare reports of business transactions and keeps expense accounts
- Other job related duties as assigned

## **BDS MARKETING DELL SHOWCASE**

Westfield Mall - Annapolis, MD - March 2011 to June 2013

Maryland Westfield Mall

Inside Sales Representative who had strong organizational, planning, and communication skills with a track record of building successful customer relationships in a transactional and relationship responsible for selling Dell products and services (via telephone, web, or email) to specified customer segments and ensuring a positive customer experience. This position offered me the opportunity to work in a merit based environment and utilize my sales experience, while scaling my career into advanced sales and/or leadership in a Fortune 50 company.

### **Role Responsibilities:**

- Effectively articulates the value proposition associated with Dell's products and services.
- Recommends business solutions considering customer needs and Dell interests.
- Builds relationships with customers based on knowledge of Dell's technology, products, and services.
- Stays abreast of current industry trends and how Dell's customers are being impacted to help solve specific market challenges in targeted industries.
- Leverages cross-functional resources to achieve results/meet customer needs.
- Effectively prioritizes multiple demands while ensuring customer needs are met.

In my first 2 months at this position I started outselling all employees and the current manager at the time I was promoted to sales lead. I was a top 10% sales executive at this position.

## **Bi-Lingual Oncology Medical Device Sales Engineer**

Best Medical - March 2007 to March 2011

Chatsworth, California

- Travel to defined geographies to sell medical equipment.
- Contact potential customers at hospitals, clinics, doctors' offices, rehab facilities, and nursing homes to sell medical products and equipment.
- Arrange appointments with doctors, pharmacists and hospital medical teams.
- Cold-call or go door-to-door.
- Deliver presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors and pharmacists in the retail sector.
- Build relationships with medical staff.
- Provide competitive information such as bid situations, pricing data, or bundling arrangements in order to establish negotiated pricing contracts for assigned products.
- Perform product demonstrations, installations, and application support.
- Improve product knowledge and sales techniques.
- Travel throughout assigned territory to call on regular and prospective customers to solicit orders or talks with customers on sales floor or by phone.
- Research competitors.
- Gathers, analyzes and delivers information from the field to allow the company to develop strategies and products appropriated to the Quality and Safety Testing market.

- Coordinate all issues with key clients between sales, service, support, customer services, marketing and finance.
- Take orders and disburse receipts.
- Estimate time and date of delivery.
- Help in the installation and set-up of equipment.
- Stay informed about the activities of health services in a particular area.

### **Jet Engine Mechanic**

UNITED STATES NAVY - Point Mugu, CA - 2002 to 2007

Supervised and monitored a seven-person jet mechanic team and ensured quality, speed, and accuracy of mechanical productivity on E2-C Radar aircraft.

- Conducted planned and unplanned maintenance in order to keep Aircraft in a positive flight status.

### **EDUCATION**

#### **Master of Science in Leadership Management**

University of La Verne

2010

#### **Bachelor of Science in Aeronautics**

Embry Riddle Aeronautical University

2008

### **SKILLS**

sales,negotiation,it,software sales,pharmaceutical sales,medical device sales,inside sales,outside sales,motivation,cold calling,hunter,closer,account manager,management,executive,IT solutions,global networks,cloud solutions,it recruiting,network solutions,High tech IT sales

### **LINKS**

<http://www.linkedin.com/pub/emmanuel-lion-pochylski-3000-connections/7a/aa7/8b9/>

### **MILITARY SERVICE**

Service Country: US

Branch: US Navy

Rank: E-5

May 2002 to February 2007

Maintained operations of E-2C Hawkeye aircraft engines. Directly trained, supervised and coordinated activities of over 100 mechanics. Disassembled, inspected, troubleshot, tested, repaired and serviced over 300 Squadron and Assembly line engines on various aircraft platforms. Accurately read and interpreted all necessary manuals and specifications to determine appropriate methods of repair for Rolls Royce built E-2C Hawkeye engine. Utilized hand tools, gauges, testing equipment, power tools, hoists and forklifts as needed

#### **Commendations:**

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#### AWARDS

##### **INNOVATION IDEA WINNER**

June 2013

##### **INNOVATION IDEA WINNER**

May 2013 – June 2013

I came up with an Idea at a Call center that enabled more completions of Surveys on a daily basis I won \$7500 dollars cash for the Idea. This idea generated an increase of revenue of \$20 million dollars per annum

#### CERTIFICATIONS

##### **Solid Works Advanced Beginner and Intermediate Certification**

March 2011 to Present

Being able to mold modify and create parts architecture and products using engineering software similar to AUTOCAD but better

#### ADDITIONAL INFORMATION

Specialties:

- Strategic Planning / Positioning• Value Creation & Sustainability• Market Analysis • Territory Development • Pricing Strategy • Customer Relations • Strategic Alliances • Contract Negotiations • Product Launch / Branding
- Program Management• Oral & Writing Proficiency
- Proposal Management• Systems Engineering