

Steven Houston

Account Executive

Westlake Village, CA - Email me on Indeed: [indeed.com/r/Steven-Houston/cbac92737b188967](https://www.indeed.com/r/Steven-Houston/cbac92737b188967)

Willing to relocate: Anywhere

Authorized to work in the US for any employer

WORK EXPERIENCE

Global Account Manager

Hewlett Packard Enterprise - Los Angeles, CA - September 2010 to October 2016

IT Sales of Hewlett Packard Enterprise products to HPE's premier client, the Boeing Co. Responsible for \$60M P&L with margin expectations of 25%. Achieved 100% of Plan for 6 consecutive years. Recognized by Boeing as IT Supplier of the Year in 2014.

Account Executive

EMC Corporation - El Segundo, CA - 2008 to 2010

El Segundo, CA 2008 - 2010

Represented EMC's broad portfolio of product offerings to 7 Strategic Integrators in the Western Geography. Responsibilities included creating compelling value propositions for IT Investments for Boeing, Booz Allen, Mantech, SRA, CACI, L-3 and Harris. Focus areas spanned Virtualization, Information Assurance, Cloud Computing, and Deduplication Technologies in support of client's Strategic Program Pursuits.

Account Executive

- * Responsible for the sale and implementation of EMC's Cloud Computing infrastructure for the Boeing Co's Cyber initiative. This was the 1st platform for Cloud Computing in the Boeing Corporation.

- * Developed a comprehensive IT systems management strategy, resulting in higher availability and improved backup/restore for Boeing's Integration Center

- Contributed to the Storage Consolidation proposal for Boeing's Data Center in Southern California. This project yielded a payback of approximately 9 months. Directed the EMC Team that created the ROI justification for this proposal.

- Recognized for sales and service excellence by EMC Senior management at 2010 Area Kickoff Meeting

- Exceeded all Sales Targets in 2009

Global Account Manager

Hewlett-Packard Enterprise - Los Angeles, CA - 1990 to 2005

Los Angeles, California 1990-2005, 2007-2008, 2010-2016

Managed client relationships, business/solution development, revenue generation, and sales objectives for all Boeing locations in the Southwest region of the U.S. (1990-2005). In 2007, assumed the role of Global Account Manager for the Northrop Grumman Account for HP. In 2010, assumed the role of Global Account Manager, Boeing Defense and Space.

Global Account Manager, Boeing Defense and Space

- * Responsible for HPE's participation in Boeing's System Integration Program Opportunities. For FY'16, achieved 125% of Plan at \$25M in HPE HW/SW/Services revenue

- * Led the HPE Implementation Team for Boeing's 1st SAP Implementation - a \$100M Project for Boeing. Achieved ROI in 4 Months

- * Developed the Boeing Kamino Proposal - A Global Deployment of Mission Control Infrastructure. \$750M Program win by Boeing and a 15M HPE Award
- * Partnered with the Boeing Project Team for the successful implementation of the Singapore Cyber award. This award is valued at \$100M to the Boeing Co. HPE Arcsight SW was critical to the success of this project.

Global Account Manager, Northrop Grumman

- * Responsible for an \$80M goal for 2008. Exceeded the revenue goal in all product categories.
- * Led a Sales Team of 3 EAM's for Northrop's Internal and Partnership Pursuits
- * Led the Business Development and Implementation of the City of Chicago's 911 HP's BCS System

Senior National Accounts Representative

- * Proposed, developed, and led Boeing IT system consolidation project, implemented in 2003, saving \$20 million over three-year span
- * Developed HP-Boeing strategic account plan to improve customer service and sales support
- * Participated on Boeing's C-17 proposal team; awarded prestigious Malcolm Baldrige Award from U.S. Military in recognition of superior quality
- * Assisted in designing C-17 IT infrastructure, supporting the Air Force's commitment to purchase 60 additional C-17 aircraft from Boeing. Boeing order was valued at \$12 billion over five years.
- * Maintained profit margin of at least 20%, consistently meeting all sales expense targets for 15 years on HP Corporate Boeing Account Team

General Manager

IBM / NYNEX Corporation, Los Angeles and Atlanta - Beverly Hills, CA - September 1978 to 1990

General Manager - IBM Business Center - Beverly Hills, CA. Responsible for \$8M per year P&L. Responsible for 13 full time employees including a Service Center.

General Manager

IBM / NYNEX Corporation, Los Angeles and Atlanta - Beverly Hills, CA - 1986 to 1988

Managed 12 employees and Branch Operations, a \$7.1 million budget with P&L responsibility

- * Generated more than \$8 million in revenue with 20% profit margin for world's leader in information technology
- * Oversaw \$300,000 construction project, adding more than 2,000 square feet and reducing customer turn-around time by 50%

Staff Instructor

IBM / NYNEX Corporation, Los Angeles and Atlanta - Atlanta, GA - 1983 to 1986

Trained more than 400 product center representatives in sales

- * Awarded "Spirit of Excellence" for System / 36 Training Curriculum

Territory Representative

IBM / NYNEX Corporation, Los Angeles and Atlanta - Universal City, CA - 1978 to 1983

Marketed office products, including Selectric typewriters, MagCard typewriters, and small business computers to territory in Southern California

- * Exceeded annual sales objectives for three consecutive years

EDUCATION

Master of Business Administration in Business Administration

Pepperdine University - Los Angeles, CA

Bachelor of Arts in Economics

University of California - Irvine, CA

SKILLS

IT Sales (10+ years), Software Sales (10+ years), IT Hardware Sales (10+ years), IT Software Sales (10+ years), Global Account Management (10+ years), IaaS Sales Expertise (10+ years), SaaS Sales Expertise (10+ years)

AWARDS

HPE National Sales Rep of the Year - 2013

February 2014

In FY. I achieved 220% of plan against a goal of 60M.

CERTIFICATIONS/LICENSES

Top Secret Clearance

September 2009 to September 2012

Top Secret DoD Clearance (currently expired), can be renewed.

ADDITIONAL INFORMATION

Detail-oriented, efficient Senior Sales Professional with extensive information technology experience. Strategically proposes and implements enterprise-wide hardware and software solutions to Fortune 500 and Federal clients. Coordinates profitable sales campaigns; manages communication between cross-functional teams for effective sales execution. Consistently exceeds revenue goals and maintains budget control. Confident team leader. Proven credibility with C-level executives. Successfully responds to complex proposal requests.