Alphonzo Jones Jr.

Sterling, VA | ajones991@verizon.net | 571-429-1895

OBJECTIVE

Strategic Account Executive with 10+ years of specialized public safety technology sales experience. Proven track record closing complex SaaS deals with law enforcement agencies, building C-suite relationships with police chiefs and city officials, and delivering consultative solutions in emerging technology markets. AWS-certified cloud professional seeking to drive RTA product adoption and territory growth at Axon.

EDUCATION

Northern Virginia Community College-Loudoun Campus, Sterling, VA
 Associate of Applied Science in Cloud Computing Specialization Expected graduation: 06/2026

- AWS Certified Cloud Practitioner
- AWS Certified Solutions Architect – Associate (in progress)
- Focus: Cloud infrastructure, virtualization, and enterprise technology solutions

CORE COMPETENCIES

- **Public Safety Sales Expertise | Law Enforcement Technology Solutions | Territory Development**
- **SaaS Account Management | Complex Technical Sales Cycles | RFP Response & Contract Negotiation**
- **Cloud & Virtualization Technologies | AWS Solutions Architecture | Enterprise Software Implementations**
- **MEDDPICC & Consultative Sales | C-Suite Relationship Building | Multi-State Territory Management**
- **Salesforce CRM Proficiency | Cross-Functional Collaboration | Emerging Market Development**

PROFESSIONAL EXPERIENCE

National Sales Manager, CARFAX for Police, Centerville, VA April 2015 - Present

Leading SaaS technology sales to 500+ law enforcement agencies across multi-state territory

- **Exceeded quota by 44-122% for 10 consecutive years**, closing 13-20 deals monthly vs. 9-deal target
- **Generated $2.3M+ annual recurring revenue** through strategic account development and expansion
- **Delivered 1,500+ enterprise software implementations** across police departments, sheriff's offices, and state agencies
- **Built executive relationships with 200+ police chiefs, sheriffs, and city officials**, resulting in 95% customer retention
- **Led complex technical sales cycles** involving IT directors, procurement teams, and municipal leadership
- **Conducted 300+ product demonstrations** and technical presentations to law enforcement stakeholders
- **Managed full sales cycle** from lead generation through contract negotiation and implementation oversight
- **Leveraged market intelligence** from industry publications, conferences, and agency networks to identify opportunities

Sales Representative, FrontPoint, Vienna, VA April 2013 - April 2015

Technology solutions sales with focus on consultative approach and customer success

- **Consistently exceeded all sales benchmarks** through solution-based selling methodology
- **Pioneered technology demonstration techniques** that increased customer acquisition and retention rates
- **Developed consultative sales skills** that translated directly to complex B2B environments

TECHNICAL EXPERIENCE

Team Lead, DevOps (Virtual) September 2020 - Present

- **Provide pre-sales technical support** for AWS and Terraform-based cloud solutions
- **Contribute to cloud solution architecture** for enterprise infrastructure deployments
- **Bridge sales and technical teams** in complex implementation planning

COMMUNITY LEADERSHIP

President, Friends of the Brambleton Library (FOBL), Brambleton, VA March 2023 – Present

- **Lead 50+ volunteer team** supporting community programs and initiatives
- **Generated $20,000+ annual fundraising** through strategic event planning and community outreach
- **Increased volunteer engagement by 25%** through targeted relationship-building strategies

KEY ACHIEVEMENTS & QUALIFICATIONS

- **10+ years public safety technology sales** with deep law enforcement industry knowledge
- **Multi-state territory management experience** with extensive travel (currently 40% travel)
- **Located 30 minutes from Dulles International Airport** for optimal territory coverage
- **Strong technical foundation** in cloud computing and emerging technologies
- **Proven ability to sell in emerging markets** and articulate complex technical solutions
- **Entrepreneurial mindset** with startup and high-growth environment experience