Parker C Faul III

**Motivated self-starter with a passion for technology and sales**

# SKILLS

# Advanced analytical skills.

* Computer and IT proficient, familiarity working with technology.
* Proven success in a sales environment.
* Familiarity and proven success in a changing work environment.
* Quick adaptation and drive to learn new functions.
* Successful as a remote individual contributor.

# EXPERIENCE

### **MicroAge, Remote September 2022 – Present**

## *Account Executive*

IT Solutions Provider, single point of contact and strategic partner who is in tune with my client’s business challenges and goals. MicroAge is committed to our mission of building meaningful relationships—supporting technology strategies and transformations. Selling: Services, Cloud, Security, Data Center, and Strategic Consulting

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### **SHI, Philadelphia, PA May 2021 – September2022**

## *Enterprise Account Executive*

SHI is an 11-billion-dollar IT solutions provider and we offer the portfolio and scale of an international reseller combined with the resources and expertise of a local VAR to provide you with the best customer experience possible.

Focused on developing new business with existing customers and acquiring new customers across a focused account list.

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### **Verizon, Hamilton, NJ April 2017 – May 2021**

### ***Capacity Management*** *February 2019 – May 2021*

Operations supervisor tasked with force to load analysis, and capacity management. Working remotely to oversee the Southern New Jersey fiber and copper workforce and workload.

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### ***Fiber Customer Support Analyst****April 2017 – February 2019*

## Provided tech support to consumer and business fiber and copper telephone customers. Upsold eligible customers on fiber solutions to meet optional sales targets.

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### **AT&T, Lawrenceville, NJ May 2014 – April 2017**

### ***Retail Sales Manager***

Managing high volume retail sales location while driving sales in an ever-changing environment. Business SME tasked with cold calling and prospecting small businesses. Started as a sales representative and was promoted internally.

# EDUCATION

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## Drexel University Thomas R. Kline School of Law, Philadelphia, PA – Master of Legal Studies – August 2020

Studied Cybersecurity Policy and Information Privacy Compliance

## Rutgers University, New Brunswick, NJ – B.A. Physics – August 2016

Studied advanced general physics, secondary focus in astronomy and mathematics.

# AWARDS

* 2021 Team Award - Philadelphia Best Region in the Northeast
* Q2 Liberty Leader 2015
* Highest ranked sales rep YTD Mercer Mall 2015
* Chosen by Area Manager and Director of Sales for Management Mentor Program
* Selected for a special cross department Sales and Tech Support Team