**Dan Hilderman**

1163 Tennessee St. San Francisco, CA, 94107

858-922-5914 | danhilderman@gmail.com

**Professional Experience**

**Oracle** – Redwood Shores, CA 6/2012 – Present

Account Manager, Oracle Database

* Prospect, qualify and close new business opportunities with technology software products and related services for the largest enterprise software company in the world, covering the Las Vegas and Salt Lake City markets. Sold to upper mid-market companies, $500mm to $2 billion in revenues. Key accounts include Overstock.com and Konami Gaming.
* Responsible for license sales of Oracle Database, security, data replication, and related products that are core to Oracle’s license sales. Sold via solution selling methodology.
* Managed accounts through the entire sales process from business development prospecting and specifications through contract negotiations, signing, and post-sales support. Primary contacts ranged from IT managers and line of business VP’s to CFO’s, CTO’s, and other executives.
* Closed the largest deal in my department in Q1FY13, $742K. 105% YTD quota achievement with my territory carrying the largest quota in the organization.

**Capital Asset Exchange and Trading, LLC** – Redwood City, CA 2/2011 – 11/2011

Capital Asset Trader

* Identified and then negotiated with hundreds of international semiconductor manufacturing and processing companies to create unique arbitrage opportunities. Maintained complete control of the entire sales process from prospecting and opportunity identification through fulfillment and international shipment.
* Primarily dealt with company executives and owners as well as process engineers and procurement officers.
* Maintained an average profit margin of above 30% throughout my dozens of successful transactions. Equipment was bought and immediately sold resulting in large spreads for the firm. Consistent monthly quota achievement ($50K+ spread or margin per month).
* Generated over $1.5MM in revenue and $500K profit for the firm, over dozens of successful transactions.
* Self-drafted and reviewed contracts to satisfy clients while limiting liability for the firm. Acted as the principal in all transactions.
* Travelled internationally to facilitate equipment inspections and establish personal relationships with clientele.

**Other Experience**

**High Rely/Atego** – San Diego, CA 5/2007 – 8/2010

Data Entry and Database Administration

* Maintained databases for a software consulting firm, entered data, kept records, performed office administration tasks.

**Computer Repair and Custom Workstations** – Rancho Santa Fe, CA 5/2005 – 8/2009

Self-Employed

* Owned and operated a small personal business building custom computer workstations for residential clients.
* Provided hardware and software maintenance and network support for customers.
* Optimized workstations for application-specific performance.

**Education**

**University of Southern California** – Los Angeles, CA 2010

B.A., Economics

Cumulative GPA: 3.2; ACT Score: 33

**Activities, Interests, & Affiliations**

* Eagle Scout, Boy Scouts of America (1/2001 – 8/2008): Attained Eagle Scout rank in scouting organization. Held numerous leadership positions. Planned and coordinated dozens of volunteer activities. Organized and attended troop outings, backpacking treks, summer camps, and merit badge activities.
* Member, Economics Honors Society of USC. Avid skier, outdoorsman, weightlifter, and fantasy literature connoisseur. Devoted follower of political, financial, and international current events.