Al Grega

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Summary of Qualifications

2011 - Present

Global Sales Executive – IBM Z Software
IBM Corp. Armonk, New York
Currently own the worldwide sales of IBM Z Systems runtime software (CICS, IMS), integration products, and compilers. Personally developed a new sales prospecting tool and tactics that helped exceed plan and grow business the past 4 years running. SWAT Team leader focused on creating and using RESTful API's to integrate with Cloud and Mobile platforms. Personally ran 17 API workhops worldwide in 2019, educating 356 employees from 63 clients in 16 countries.

2008 - 2011

Global Sales Executive – IBM Rational Enterprise Tools and Compilers, *Somers, NY*
Owned the worldwide sales of IBM Rational Application Development, Software Change Management, Host Integration and Compiler tools for IBM's System z and Power platforms.

2004 - 2008

Product Manager, WebSphere for IBM System i, *IBM Corp., Somers, NY*
Owned the product management and go to market activities for the entire WebSphere product portfolio on IBM Power Systems. Delivered the WebSphere SOA portfolio on the IBM i platform and managed the relationship between these brand teams and their General Managers.

2002 - 2004

Director, Product Marketing - *LANSA USA, Downers Grove, Illinois*
Fueled LANSA's 18% year-to-year growth by focusing IBM relationship on LANSA solutions. Increased IBM marketing funding 70% by co-sponsoring over 35 sales events. Led LANSA's move to Linux project. Other responsibilities included managing the pre-sales team and managing all product deliverables.

1997 - 2002

iSeries e-business Segment Manager - *IBM, Jericho, New York*
Drove IBM's WebSphere Commerce initiative on iSeries by delivering more WCS v5.1 references than any other IBM platform. Tasks included demonstrating WebSphere products at sales calls, IBM events and building marketing promotions and campaigns.

1988 – 1997

AS/400 Technical Marketing Specialist - *IBM, Jericho, New York*
Built comprehensive Internet demonstrations and ran seminars showing customers how to leverage their AS/400's built in Internet capabilities.

1978 – 1988

Marketing Support, VM Systems Development, DP Operations - *IBM, Endicott, NY*
Held a number of positions since starting with DP Operations in 1978, VM Developer in 1981 to Briefing Manager in 1986.

Education

St. Joseph's College
Patchogue, New York
Major: B.S. Computer Information Systems

Broome Technical Community College
Binghamton, New York
Major: A.A.S. Electrical Engineering Technology

Extracurricular activities

Strategic Education Team Leader, *COMMON.org*
Volunteered for 13 years at IBM's Mid-Range Systems Users Group owning the entire application development track (over 150 sessions), and personally presenting technical sessions.

Adjunct Faculty, *SUNY Farmingdale, Farmingdale, NY*
Formally part of the adjunct faculty in the Computer Science Department teaching workshops.