Tim Bryant

Proven leader. Technical founder. Relentless closer of revenue gaps.
Boston, MA | y2kdad@outlook.com | 617-821-5867 | www.linkedin.com/in/y2kdad

PROFESSIONAL SUMMARY

Dynamic and visionary sales and technology executive with 20+ years of experience leading high-growth sales teams, building scalable AI products, and generating over $100M in revenue across Fortune 1000 companies, VAR channels, and venture-grade SaaS ventures. A proven builder, strategist, and operator with the battle-tested experience to scale revenue and execution.

CORE COMPETENCIES

AI Sales Enablement • Revenue Operations • Go-to-Market Strategy • AI-Powered SaaS Architecture
Channel Sales and VAR Leadership • C-Level Account Management • Sales Coaching and Development
Azure OpenAI • React • TypeScript • CRM Automation • Challenger Sales • P&L Management

EXPERIENCE

President – ApexSalesAI   Boston, MA | March 2025 - Present

Founded, built, and scaled ApexSalesAI from zero to a live, modular AI platform designed to compress sales cycles, automate SDR workflows, and deliver revenue intelligence in real time.

- Built www.apexsalesai.com using Next.js, React, TypeScript, and Vercel — achieving 98/100 Lighthouse score.
- Developed GPT-4o LLM proxy to power Max, an intelligent SDR agent that qualifies leads, books meetings, and elevates sales conversations in real time.
- Created enterprise-ready dashboards tailored for Sales, CS, Ops, and Exec leadership, enabling true AI-driven execution.
- Reduced client sales cycle times by 50 percent and automated 70 percent of manual SDR effort.
- Signed 500+ users through demos, advisors, and white-label reseller deployments.
- Delivered pitch decks, investor kits, reseller models, and advisory assets with zero placeholders and live functionality.

Sales Manager – Connection (Fortune 1000)   Boston, MA | Jan 2023 - March 2025

- Led 14 remote Account Managers in high-impact sales across IT hardware, software, and managed services. Built strategic alliances with top-tier vendors and distributors. Negotiated and led unified communications and cybersecurity deployments for enterprise clients, including Cisco Webex for healthcare UC, CrowdStrike Falcon for endpoint protection, and Veeam for data resiliency.
- Spearheaded and oversaw the full lifecycle of a multi-year million dollar unified communications rollout for a major U.S. healthcare provider, leveraging Cisco Connect to modernize enterprise-wide collaboration.
- Negotiated and secured multi-year million dollar licensing and service contracts with industry leading cybersecurity vendors including CrowdStrike and SentinelOne Singularity, and other leading backup and security solution providers like Veeam and Rubrik.
- Ranked top 4 percent to goal in first year; top 5 percent of sales performers globally (out of 300+ locations).
- Drove 50 percent channel revenue growth by building strategic GTM programs with Microsoft, Cisco, CrowdStrike, Dell, Palo Alto, and Ingram Micro.
- Delivered $40M in annual revenue; achieved 35 percent YoY revenue growth for account managers.
- Increased quota attainment by 25 percent through data-driven coaching and Challenger Sales.
- Coordinated lead-gen campaigns using ZoomInfo, LinkedIn Sales Navigator, and joint marketing.

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President – Knowledge Solutions International   Philadelphia, PA | 2008 to 2022

Transformed KSI into a $40M+ national provider of professional and managed services with a core focus on cybersecurity, enterprise infrastructure, and high-end technical education. Designed and led delivery of advanced technology training programs covering secure network design, cloud architecture, DevSecOps, and zero-trust security frameworks. Directed full-cycle business development, partner strategy, and delivery execution across Fortune 500 clients, public sector entities, and MSP ecosystems.

- Managed all aspects of the Microsoft reseller partnership, delivering hosted solutions and aligning with evolving licensing models, product rollouts, and GTM initiatives. Led sales, training, and implementation efforts for Microsoft's hosted suite as part of the managed services portfolio.
- Delivered a 30% increase in sales productivity by integrating predictive analytics and streamlining CRM workflows to optimize lead targeting and pipeline forecasting.
- Launched enterprise-wide professional service offerings including zero-trust architecture deployments, IDS/IPS design, and advanced Cisco infrastructure projects for large-scale clients.
- Reduced rep turnover by 50 percent via structured coaching and advancement planning.
- Expanded managed services footprint across three regions in under 18 months, scaling delivery capacity and increasing overall market penetration by 25%.
- Microsoft Partner Board Member.

VP Sales and Operations – NH Computer Learning Centers   Philadelphia, MA | 2000 to 2008

Directed all sales, operations, and P&L management across multiple locations for a leading IT training provider. Managed cross-functional teams including sales, marketing, admissions, and career placement, while driving revenue, profitability, and student outcomes.

- Managed strategic vendor relationships with Microsoft, Cisco, IBM, and CompTIA as part of a national IT training partner program, overseeing curriculum deployment, certification compliance, and channel marketing across corporate and education sectors.
- Rebuilt underperforming markets and drove a 250% increase in monthly revenue within 24 months.
- Boosted enrollment by 30% through CRM optimization, targeted outreach, and employer-aligned programming.
- Reduced operational costs by 40% by implementing centralized purchasing and improving workflow efficiency.
- Maintained consistent top 10 national ranking among over 300 centers for revenue and margin performance.
- Opened new regional locations and scaled market presence based on performance data and demand forecasts.
- Trained and mentored sales and admissions teams in consultative and value-based selling, increasing close rates by 20%.
- Oversaw daily operational execution and ensured delivery alignment with certification bodies and enterprise training clients.
- 8x Presidents Club winner and Microsoft Partner Board Member.

EDUCATION - Gardner-Webb University   Computer Science, 1992

CERTIFICATIONS AND TECH STACK
- Azure OpenAI, ChatGPT, GitHub Copilot, Microsoft Copilot Studio
- Next.js, TypeScript, React, Vercel, HTML5, CSS3
- Salesforce, Microsoft Dynamics, Power BI, Workday, ServiceNow
- Figma, Illustrator, WordPress, NetSuite, QuickBooks