

Brett White

Houston, TX

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SUMMARY

Results-driven Solution Consultant with 5+ years of expertise in cloud ERP software pre-sales. Proven track record of generating over \$14 million in Annual Recurring Revenue and achieving a 39% conversion rate. Specialized in strategic account management for high-profile clients like GoPro and Peloton. Recognized for consistently exceeding sales goals, earning President's Club awards, and presenting at industry conferences. Adept at leveraging deep product knowledge to create tailored solutions that drive customer success and business growth.

PROFESSIONAL EXPERIENCE

Oracle NetSuite

Senior Solution Consultant

Houston, TX

Dec 2021 – Present

Oracle NetSuite is a leading cloud-based Enterprise Resource Planning (ERP) platform that offers a comprehensive suite of applications to manage business operations. It integrates various functions such as financials, CRM, e-commerce, and inventory providing real-time visibility into financial data.

- Generated over \$10.6M in Annual Recurring Revenue as a top-requested consultant on a team of 20.
- Achieved SC of the Year in an organization of 175 SCs, exceeding 250% attainment with an average 41% conversion rate.
- Demonstrated deep expertise in NetSuite's architecture, enhancing customer concurrency and server efficiency to cut bottlenecks by up to 50%, by scaling computing resources or providing targeted guidance on optimizing concurrency and server requests.
- Implemented client specifications through prototype demonstrations and customized solutions, enriching the ERP offering with knowledge on more than 22 add-on applications such as NetSuite's Analytics Warehouse, Planning & Budgeting, Connectors, and our proprietary e-commerce cloud offering, enhancing opportunities for upselling and customer stickiness.

Oracle NetSuite

Staff Solution Consultant

Austin, TX

June 2019 – Dec 2021

- Drove NetSuite adoption and strategic customer engagement, generating over \$3.5M in Annual Recurring Revenue (ARR) by upselling modular solutions, net new ERP instances, and managed services.
- Consistently achieved MVP of the Quarter awards by exceeding sales benchmarks and maintaining a 36% conversion rate.
- Proactively offered consultancy in NetSuite's non-profit segment, Suite Pro Bono, effectively scoping and deploying 10 to 15 hours worth of work that met specific operational needs.
- Built and maintained strong sales pipelines in collaboration with account managers, enhancing pipeline accuracy and strengthening relationships and overall strategy with existing clients.

Screen Innovations*Sourcing & Procurement Manager***Austin, TX***Aug 2016 – Jan 2019*

Screen Innovations is known for its advanced manufacturing of projector screens that enhance the visual experience for residential and commercial spaces. They specialize in ambient light-rejecting technology for motorized and fixed-frame screens, offering various products that deliver superior image quality and performance.

- Spearheaded cost reduction initiatives as the principal buyer and sourcing strategist for engineered materials, securing over \$2M in savings through strategic negotiations and process optimization.
- Transformed purchasing strategies by establishing strong global supplier partnerships, reducing material costs by 20% while maintaining high-quality standards.
- Bridged go-to-market, engineering, and operations teams, ensuring product bills of materials (BOMs) were synchronized with product launch timelines, enhancing launch efficiency.
- Managed inventory and fulfillment operations with a dedicated 5-person team, implementing lean inventory strategies that improved replenishment and fulfillment metrics by an estimated 30%.

Benedettini Cabinetry*Supply Chain Manager***Rosenberg, TX***Feb 2013 – Jun 2016*

Benedettini Cabinetry is a distinguished provider of custom cabinetry, known for its craftsmanship and dedication to quality. Specializing in unique designs created to individual specifications, they blend traditional woodworking techniques with modern aesthetics to create cabinetry for residential spaces.

- Cultivated robust supplier partnerships, guaranteeing consistent material supply and effectively navigating lumber market changes to maintain supply chain integrity.
- Pioneered the creation of a mobile inventory scanning app, cutting error rates and delivery discrepancy-related back-charges by 80%, enhancing operational accuracy.
- Directed a 20-member inventory and logistics team in efficiently servicing and distributing hundreds of cabinets daily to top-tier home builders like Toll Brothers, Perry Homes, and Highland Homes, ensuring premium service.
- Engineered and implemented delivery route optimization and capacity planning strategies, achieving substantial reductions in mileage and the number of delivery trips, thereby improving logistical efficiency and reducing costs.

SKILLS & CERTIFICATIONS

Technical Skills: SuiteScript, Bronto, Middleware, HTML, CSS, JavaScript, Oracle Cloud Infrastructure

NetSuite Certifications: SuiteCloud Developer, Application Developer, Web Services Developer, ERP Consultant, Administrator, SuiteFoundation, SuiteAnalytics, Financial User

Oracle Certifications: Oracle Cloud Foundations, Oracle Cloud Gen AI Professional, Oracle Cloud Architect Associate

EDUCATION**Texas A&M University***Bachelor of Science, Industrial Distribution***College Station, TX***Graduated Dec 2012*