Brett White

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SUMMARY

Results-driven Solution Consultant with 6+ years of expertise in cloud ERP software pre-sales. Proven track record of generating over $17 million in Annual Recurring Revenue and achieving a 43% conversion rate. Specialized in strategic account management for high-profile clients like OpenAi, Peloton and Tecovas. 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   **Houston, TX**

Principal Solution Consultant   *June 2025 – 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.

- Drive product growth strategy across retail, hospitality, ecommerce, and apparel verticals while continuing to drive ARR through direct sales, creating standardized approaches the entire pre-sales team uses for vertical deals.
- Run two subject matter expert groups that enhance customer-facing assets and demo materials, cutting demo prep time by 30% across the account management pre-sales organization.
- Own the technical sales process for NetSuite Analytics Warehouse, building demonstration methods and training materials that support complex data warehouse deals—achieving highest NSAW sales on the team.
- Integrate generative AI tools into pre-sales workflows, creating automated dataset generation that lets consultants create advanced demo scenarios 60% faster than doing it manually.
- Support onboarding program for new consultants while serving in product advisory capacity, building structured training that covers business fundamentals and internal checkpoints.

Oracle NetSuite   **Austin, TX**

Senior Solution Consultant   *Dec 2021 – June 2025*

- 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 43% conversion rate.
- Built technical solutions that reduced customer system bottlenecks by up to 50% through architecture optimization and resource scaling recommendations.
- Mastered 22+ add-on applications including Analytics Warehouse, Planning & Budgeting, and e-commerce solutions, driving higher upsell rates and customer retention through expanded product demonstrations.
- Delivered sales methodology workshops to Account Management teams, training on value selling techniques and product positioning strategies.

Oracle NetSuite   **Austin, TX**
Staff Solution Consultant   *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   **Austin, TX**
Sourcing & Procurement Manager   *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   **Rosenberg, TX**
Supply Chain Manager   *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 lumbar 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: SQL, HTML, CSS, SuiteScript, JavaScript, TypeScript, React, Next.js, Node.js, Python, R
NetSuite Certifications: All 7 certifications offered by NetSuite covering both technical and functional concepts
Oracle Certifications: OCI Foundations, OCI GenAI Professional, OCI Architect Associate, Oracle Analytics Professional

EDUCATION
Georgia Tech University   **Online**
Masters of Science in Analytics   *Spring 2026*

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

PROJECTS

NSAW Schema Explorer
- *Built an interactive data visualization tool for Oracle NetSuite Analytics Warehouse that maps schema relationships using D3 force-directed graphs and ReactFlow.*

SuitePrompt
- *Developed a full-stack marketplace and learning platform for NetSuite AI prompts and SuiteCloud development skills. Features interactive coding courses with an embedded Monaco editor, MDX-powered content authoring, and a curated prompt/template library. Built with Next.js 16, React 19, and TypeScript.*

BitBasis
- *Building a Bitcoin cost basis tracker using Next.js, TypeScript, Tailwind, Supabase, Chart.js, Stripe, and CoinMarket Cap API. Enables users to upload CSVs, record transactions, calculate cost basis, track fees, and visualize investment performance with KPIs with charts.*

Portfolio Website
- *Developed a personal website using Next.js, Recharts, Typescript, React and Tailwind to showcase my solution consultant sales experience. Features include a career impact section, work history, certifications, projects and an analytics dashboard.*