

## ***Key Traits***

- Equally effective working individually or as part of a team with proven leadership qualities.
- Emotionally intelligent and experienced in navigating a variety of interpersonal dynamics.
- Competitive personality successful in displacing challengers in highly competitive markets.
- Proven sales and technical skillsets with demonstrated ability to simplify the complex.
- Organized and detail-oriented individual with strong communication skills.
- Bridges the gap between the use case, the technology, and the sale.

## ***Professional Experience***

**May 2017 to Present**

**IBM Security**  
***Brand Partner Manager – Chicago, IL***

IBM Security is a leader in the Cybersecurity industry with a broad security portfolio spanning data, network, application, endpoint, identity and access management, fraud detection and prevention, and SOAR (Security Orchestration Automation and Response). Combining my technical background (former Architect), my business acumen (M.B.A.), and Channel experience (14 years), I bring a unique combination of skills that help our partnership thrive. I support our Top 10 Business Partners including CDW, Insight Enterprises, Sirius Computer Solutions, Optiv, SHI and more.

My role requires wearing many hats such as sales, marketing, enablement, and networking. Primary sales activities include pipeline progression and cross-sell/up-sell to existing installed base. Marketing activities include applying multifaceted digital marketing experiences, facilitating keynote speakers for live events, and creating partner-aligned promotional materials to build joint brand awareness. Enablement activities include both sales and technical enablement, creating bespoke training programs to strengthen their knowledge of our portfolio while tailoring their experience to align their strengths to our offerings. Networking activities include facilitating account reviews and both digital and in-market meetups.

- 15% YoY growth in 2017, 22% in 2018, and 20% in 2019
- Helped Sirius Achieve 2020 IBM Beacon Award for Outstanding Security Solution
- Established sales-wide best practice for leveraging business partner incumbencies
- Only IBM Security Brand Partner Manager to earn CISSP

## **April 2014 to April 2017**

### **Aruba (a Hewlett Packard Enterprise company) Channel Account Manager – Chicago, IL**

As a Channel Account Manager for Aruba (a Hewlett Packard Enterprise company), I supported Aruba's largest business partner, CDW, with full responsibility for their Corporate, Healthcare, and Financial Services verticals. Supporting fifteen sales teams required strong social, time-management, and organizational skills. Designing and positioning complex technical solutions required keen listening skills and a high attention to detail.

- Achieved 30% YOY growth in 2014, 28% YOY growth in 2015, 16% YOY growth in 2016
- Developed teamwide processes for registrations, pipeline management, and renewals
- Led team in navigating complex integration challenges between HPE and Aruba systems
- Trained CDW sales representatives and networking architects on Aruba mobility solutions
- Coordinated field sales visits, sales trainings, account mapping sessions, joint call campaigns, Executive meetings and strategic social events

## **August 2011 to April 2014**

### **CDW Senior Inside Solutions Networking Architect – Chicago, IL**

As an Inside Solution Architect (ISA) within CDW's networking practice, I supported seven Small Business sales teams who sold to all states west of the Mississippi river. The technologies that I supported include switching, routing, wireless networking, load balancing, application delivery control and WAN optimization. The manufacturers whose solutions I supported included Aruba Networks, Brocade, Cisco, Citrix, F5, HP, Juniper and Riverbed. To help drive opportunity identification I regularly trained my sales teams on networking solutions, opportunity leading indicators, and industry trends.

- Exceeded 100% of my monthly sales goal thirty-eight out of forty months
- Developed and delivered successful pricing strategy increasing average margin obtainment by four percent and increasing our win rate by ten percent.
- Supported the largest volume of requests as compared to my fellow team members
- Earned Senior ISA status during my first year on the job.

## **October 2009 to August 2011**

### **CDW Aruba Networks Partner Specialist – Chicago, IL**

As the first Aruba Networks Partner Specialist at Aruba's largest business partner, I Accelerated CDW Networking ISA adoption of Aruba offerings in the face of a Cisco-dominated sales culture while defining the team's processes for all sales motions from new opportunity identification, to deal progression, to the nurturing our installed base accounts.

- Established Aruba as a leading mobility play within the CDW networking community by building trust and confidence in Aruba's offerings one engagement at a time
- Grew the Aruba Networks number by over 200% in first year
- Won Aruba's coveted 2011 America's Customer Introduction Partner of the Year Award
- Assisted in the identification, hiring, and training of additional Aruba Partners Specialists

June 2006 to October 2009

**CDW•G**

***Account Manager – Chicago, IL***

Identified and grew my book from scratch in a market not historically targeted by CDW•G. Established long-lasting relationships with my customers and manufacturers while successfully positioning CDW's products and services within my account base.

- Achieved 100%+ of goal month-over-month throughout my time in this position.
  - Successfully positioned advanced technologies including servers, storage, networking, power, unified communications, security and software solutions.
  - Owned all of South Dakota Higher Education accounts and negotiated the adoption of CDW•G contracts for use by the South Dakota Board of Regents.
  - Earned "Aruba Team Champion" status.
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*See Next Page for Education / Certification / References*

## **Education**

### ***DePaul University – M.B.A – Chicago, IL***

Concentrations: Management Information Systems & Sustainable Management  
Graduation Date – March 2014  
GPA – 3.5

### ***Marquette University – B.A. – Milwaukee, WI***

Major – English  
Minor – Marketing  
Graduation Date – May 2006  
GPA – 3.2

## **Certifications**

### ***Recent (2018 – 2020)***

Northwestern University Full-Stack Web Development Bootcamp  
(ISC)<sup>2</sup> Certified Information Security Professional (CISSP)  
CompTIA Security+  
CompTIA Network+

## **References**



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