

DARRIN JONCAS

OBJECTIVE

- Build strategic relationships with business leaders.
- **Customer first** focused project and delivery cycle.
- Successfully execute plans and be 100% referenceable.
- Build effective business use case solutions.
- Thrive in a team to motivate, manage, design, and implement.

PROFESSIONAL ACHIEVEMENTS

Achievements:

- Official SAP Success Story 2020 for S/4HANA O&G implementation.
- Achieved 108% of plan 2016 - positive contribution margin.
- Purposeful people and project manager and mentor, which led to less than 3% turnover for practice.
- Grew a license and services pipeline regionally by an additional 10% adding revenue recognition of 3.6 million to our practice area (Telecom).
- Grew Strategic Account from 1 to 8 people last year for a 3.7M 2-year TCV. (Oil & Gas).
- Grew pipeline by 75% and qualified Pipeline by 50% in 2014. (Manufacturing).
- Signed retail anchor account deals contributing to 10% of Sales at 41% margin. (Retail).
- 90-95% team utilization over 3 years.
- Promoted to own Sales management responsibilities including bid/no bid decisions with our Regional Sales Teams, pursuit budget management and bid sign off / deal approval.
- Promoted to Manage our relationship and partnership with SAP, as well as ensuring tight integration with our Ciber Global SAP leadership team.
- Created the SAP Rough Order of Magnitude Estimator (ROME 2.0) reducing quote client from days to hours.
- Co-Created the “Synergy” series webinars for SAP, helping consultants integrate to new technologies.
- Shaped Micro-innovation packages for agile selling for Manufacturing, Retail, Supply Chain, & AD.
- Created account-based marketing GTM offering for HANA and SAP BusinessObjects.
- 2013 105% West region team member - over achievement (\$36 Million Quota).
- 2012 110% East region team member - over achievement (\$100 Million Quota).
- 2011 110% East region team member - over achievement (\$90 Million Quota).
- 2013 NA Billable Utilization over achievement – 120%.

Recognition:

- Service Excellence Award Winner.
- SAP Q4- Quarterly Value Award Winner.
- 24 Peer to Peer Awards (Accountability, Professionalism, Product Excellence, Success, Teamwork, Trust).
- 16 Short-Term Achievement Awards over 8 years. (Accountability, Professionalism, Success, and Teamwork).

SKILLS

Clear commitment to client experience while executing on time and on budget

Excellent leadership skills with the ability to multi-task with numerous clients.

Proven ability to align sales activities with delivery capabilities. (SOW, RFP, POC, and Pilot work products)

Solution Architecture, Enterprise Software, Pre-sales, Enterprise Architecture, Software as a Service (SaaS), IT Strategy, Business Intelligence, Integration, Software Development Life Cycle (SDLC), Cloud Computing

*January 2018-Present***Advisory Services in Business Intelligence and GDPR** for on premise and in the Cloud (Contract)

- Contract sales, negotiation, and development.
 - Project Management.
 - Migration planning and execution for Data Governance and migration efforts from ECC 6.04 to S4HANA.
 - GDPR (General Data Protection Regulation) consulting and implementation (Audit Resilience Assessment).
- Current Clients: **BillingPlatform, TransMontaigne.** (Cloud, Oil & Gas).

*January 2017-January 2018*

Go to Market development and execution for governance and compliance offering using Cloud solution.

SAP strategic account owner and GDPR Compliance (Global Data Protection Regulation) leader.

Digital Transformation evolution strategist and strategic account development and pursuit.



An HII Global Company

March 2014-January 2017

Established strong cross functional relationships with sales, delivery, support, and marketing, to ensure results focused outcomes with clients, ecosystem partners, and other internal lines of business. Drove the SAP landscape design and framework for customer wins and roadmap awareness. **Build and drive GTM offerings.**

- Owned the P&L Responsibility (2016) for SAP North America Sales and Delivery. (500 FTE).
- Grew existing accounts and built long-term relationships to ensure strong revenue pipeline.
- Developed sales plays, battlecards, and pitched proposals, contracts, and engagement accounts.
- Hired and built a team of consultants, Client Partners, Directors, and Managers.

*July 2010-March 2014*

My core responsibilities were to manage and mentor 12-15 Consultants.

Managed solutions and delivery for the east and west regions in pre and post sales activities.

- Developed and pitch proposals, contracts, and engagement.
- Anchored the 'sales' process and Identify cross sell opportunities.
- Utilization, pipeline, and forecasting management.
- Supervised, mentored, and trained technicians and apprentice program graduates.

*May 2006-July 2010*

- **Technical Architect** specializing in SAP BusinessObjects, Analytics (Crystal Reports, Web Intelligence, Universe Design, BEX Designer, Data Quality).
- Responsible for the recommendation and implementation of all SAP Business Intelligence software.
- Supervised, mentored, and trained technicians and apprentice program graduates.
- Successfully architected, scoped, designed, built, and deployed over 40 Enterprise Business Intelligence solutions to go live for small, medium and large enterprise clients using SAP's suite of enterprise applications. (Manufacturing, Oil & Gas, Retail, Telecommunication)



SOUTHERN ALBERTA INSTITUTE OF TECHNOLOGY, CALGARY, ALBERTA 1998

S.A.I.T Polytechnic: Information technology (Honors)



HASKAYNE SCHOOL OF BUSINESS (UNIVERSITY OF CALGARY, CALGARY, ALBERTA, 1993

Bachelor of Commerce Degree

Certifications

- Data Visualization Certification - Denodo Certified Oct 2021 (Data Architect)
- Tableau 10 Training Essentials: Certification Date Feb 2018.
- Techniques and Concepts of Big Data: Certification Date April 2017.
- Introduction to Data Science: Certification Date Mar 2017.
- Introduction to Information Governance: Certification Date Feb 2017.
- SAP Certification ID:01818462 - SAP BusinessObjects 4.0. Certification Date 2014

ACTIVITIES

Head Coach: Littleton Hockey: BlackHawks

JiuJitsu

D.O.G.S (Dads of Great Students)

Blogger and published writer (Justice Matters Columnist - Grand Prairie Tribune)

iPhone app developer