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SENIOR SALES AND BUSINESS EXECUTIVE

- Top performing professional with nearly 20 years of **experience selling a diverse set of technology up to the C-level** to: Fortune 500 commercial accounts, civilian and military government, intelligence community, state and local government and higher education.
- Proven ability to **drive business growth** through aggressive sales approaches.
- Ability to **drive revenue** in direct and channel sales through account management and creation of net new business.
- **Consistently exceed sales goals** by establishing strategic alliances and fostering existing partnerships.
- Strategic thinker who can identify, establish and maintain **strategic relationships** and partnerships to generate significant business opportunity.
- Proven leadership, management, collaboration and teamwork skills.

Professional Experience:

Alteryx, Inc., Irvine, CA

12/14-Present *Executive, Strategic Accounts*

Exceed sales quotas by increasing the use and installation of Alteryx technology with a small number of Alteryx's most strategic clients, and pilot prospects, across North America. Create and grow solid customer relationships at the highest levels, across client organizations, through a thorough understanding of their business challenges and account nurturing.

- Currently in the top 15% out of over 100 sales reps.
- Achieved 103% of 2016 of sales quota.
- Grew revenue by over 200% in 2015.
- Established Enterprise License Agreement (ELA) with Home Depot Canada leading to revenue growth of over 200% in year 1 and 75% in year 2. Opened door for similar ELA in Home Depot U.S.
- Grew revenues of Wells Fargo account 1000%.
- Established Alteryx licenses into every business unit within Honeywell; tripled revenue within 1 year.
- Established ELA with CNA Financial leading to revenue growth of 65% in year 1 and 120% by year 2.

Dell Software, Inc., Aliso Viejo, CA

4/11-12/14 *Federal Account Executive: Data Protection Solutions*

Increase the market share of Dell Data Protection solutions in the Federal Government vertical by strategizing with multiple levels of government project managers/IT team and civilian contract oversight. Gain deep understanding of government budget process and create/demonstrate program value to ensure budget priority and win business.

- Made 118% of quota 2014.
- Made 110% of quota 2013.
- Increased the Dell Public Sector business by 50% in 2012.
- Grew the Dell Public Sector data protection business by 200% in 2011.
- Booked the largest vRanger deal in Public Sector history to the Intelligence Community.
- Public Sector MVP for Data Protection.

NetScout Systems, Inc., Westford, MA

4/09-4/11 *Regional Account Executive*

Grow an established set of accounts to further increase the usage of the NetScout technology while developing net new business through direct channels, strategic partnerships with resellers and alliances with integrators. Exceed sales quotas while fostering long term relationships with current install base and new clients.

- 120% of quota in 2010.
- Created 5 net new logos from 2009-2011 - the most on the Western Team during this period.
- Created and closed numerous opportunities in under-established Hawaii and New Mexico territories. First contracts in over 3 years including the largest non-Federal deals in NetScout history in both states.
- Established Hawaiian Airline, First Hawaiian Bank and Amgen as anchor accounts by solidifying continuous and consistent investments in NetScout technology.

Enterprise Informatics, Inc., San Diego, CA

5/08-4/09 *Sales Director, Western Region*

Develop the Western Region territory through direct and channel sales, account growth management and strategic partnerships and alliances. Grow license revenue for this leading provider of enterprise information systems with an emphasis on SharePoint.

- Created 15 new opportunities in the Western Region within first 6 months of employment.
- Leveraged a partner relationship with Microsoft resulting in an increase of pipeline by over 200%.
- Created and negotiated multiple intricate partner software and service proposals in a very complex sales cycle.

Quest Software, Inc., Aliso Viejo, CA

1/01-5/08 *Multiple positions (please see below)*

Advance the penetration of named accounts and enhance under-developed territories through direct and channel sales, creating strategic alliances and fostering existing partnerships. Eight years of experience offering a very diverse set of technology supporting Oracle, Microsoft, PeopleSoft, Java and security solutions. Achieved President's Club 6 out of 7 years.

1/07-5/08 *Named Account Manager: Microsoft Solutions*

- Achieved 140% of new license quota and services.
- Helped establish the standard for the Lockheed Martin authentication and authorization process resulting in multi-million dollar deal.
- Increased the Windows Solution sales in the system integrator territory by 200%.

1/05-12/06 *Java Field Sales*

- Exceeded annual sales quotas for sales and services 2005 and 2006
- Established Quest Software, Inc.'s monitoring solution as the standard for one of the United States Air Force's software control centers.
- Fostered a five year plus relationship with the USAF Test Data Range where a number of Quest Software, Inc.'s solutions are the standard.

Quest Software, Inc., Aliso Viejo, CA (Continued)

1/04-12/04 *Application Solutions Outside Sales*

- Closed largest change management deal in Quest Software history for the Navy's Payroll and Human Resource systems (DIMHRS).
- Grew the applications solutions business by over 20% for various accounts in the Federal Government.
- Established an enterprise license with Lawrence Livermore National Laboratory for a change and performance management solution for the Financial and Human Resource systems.

4/02-12/03 *Development Solutions Named Accounts*

- Top overall sales representative attaining 153% of quota.
- Public Sector MVP in Q2 and Q3 in 2003 for most revenue closed.
- Helped create the account management/sales overlay model that is currently used today by all of the Public Sector of Quest Software, Inc.

1/01-3/02 *Development Solutions Inside Sales*

- Number one inside sales rep for 2001 by making 122% of a full year quota-done in only 10 months!
- Number one development and deployment sales rep for 2001 in only 10 months, exceeding annual quota in by 122% (new license sales).
- West Sales Team MVP Q2 and Q3 of 2001.

Sales Training:

Miller/Heiman

Solution Selling by Michael T Bosworth (twice)

Sandler Solutions Sales (Twice)

Sales Negotiations Seminars parts I and II

SalesHood

Proficiencies:

Seibel	OneNote	PowerPoint	Office365
Outlook	Datanyze	Oracle Financials	SharePoint
SalesHood	Excel	Salesforce	Sales Navigator

Education:

California State University at Long Beach

B.S. Accountancy, Dean's List