

JASON FORREST HOLLIS

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TECHNOLOGY SALES EXECUTIVE

I'm a seasoned technology leader with field experience in the Americas, Europe and Asia Pacific/Japan. I lead from the front. I create and sustain lasting partnerships and deliver visible ROI to my team, customers, and partners.

EXPERIENCE

KTP DIGITAL MD

Melbourne, AU
February 2021-Present

- Bringing Enterprise grade solutions to small business
- Network Design & Implementation
- Network Security
- Application Security
- Office365 Administration
- Hardware and Software in all aspects for Small Businesses
- Home Automation Design and Implementation

AXWAY Director Sales Australia

Melbourne, AU
March 2018-March 2019

- South Australia Territory
- Rebuilt Business
- Developed a 12x pipeline in the second half of the FY
- Developed deep local relationships with Telstra, Australia Post, NAB, ANZ Bank, Tabcorp, and Transurban

YUBICO VP Sales Asia Pacific and Japan

Melbourne, AU
March-December 2017

- General Management role with responsibility for sales, presales, channels, deals desk, and operations
- Created new distribution in Korea and India and built significant sales via a global agreement with a tier Japanese integrator
- Created meaningful new partnerships in Australia, New Zealand, India and Korea

CA TECHNOLOGIES VP Sales Security Asia Pacific and Japan

Melbourne, AU
2016-2017

- Leader of CA's sales and technical sales teams across Asia Pacific and Japan for the Security line of business with five major product lines, including Strong Authentication, Identity Management, Single Sign On, Privileged User Management and Governance
- Responsible for building and maintaining an almost real-time go-to-market plan with the sales, marketing and business unit teams across CA's six major geographies in Asia Pacific and Japan
- Let the team in India to produce ten deals over 250K
- Maintained executive relations with top 25 customers and partners
- Overachieved the revenue plans for the financial year

Director, Security & API Management Sales, Asia Pacific & Japan

Melbourne, AU
2013-2016

- Leader of CA's sales and technical sales team in Asia Pacific and Japan for two lines of business comprised of 11 major products. Directly managing 15 presales staff that cover a territory comprised of 17 countries
- Directly led a significant victory with an Australian telco in their conversion from Oracle Service Bus to a native API Environment
- Directly led a global, multi-year agreement for internal use of cloud services with a Japanese customer for over 6 million USD
- Led the first sale of a new cloud services product in APJ to an Australian Healthcare regulator requiring detailed negotiations and understanding of Australian Healthcare privacy law and data sovereignty for cloud services
- Created APJ-wide partnership with NTT for cloud services
- Maintained key relationships with Versent, E&Y, Deloitte, NTT, and First Point Global for API Management
- Managed the budget, logistics and lead API Academies across the geography

Director, Security Solutions Sales, Asia Pacific and Japan

Singapore, SG
2012- 2013

- Management of a Strong Authentication Business across a territory comprised of 20 Countries with a direct annual sales quota of 5 million dollars.
- Responsible for management of marketing, product management, legal, and financial aspects of products within the family.
- Daily interaction with the product teams, the roadmaps and the direction of the products.
- Key deals achieved in Korea, Japan, India, Sri Lanka and Australia

SYMANTEC CORPORATION

Melbourne, AU

Director Symantec Endpoint Management and Mobility Sales – Asia Pacific & Japan 2010-2011

- Management of Endpoint Management Business across a territory comprised of 20 Countries with a direct annual quota of 20 million dollars
- Second-line people management with direct reports and managers across the geography

Director Sales Engineering – Asia Pacific & Japan

Melbourne, AU
2008-2010

- Management of 15 product lines across a territory comprised of 20 Countries with a combined annual quota of 209 million dollars US with the attainment of over 100%.
- People management with direct reports and managers across the geography
- Focused on growing revenue in emerging markets with an emphasis on forecasting accuracy that is required in a publicly traded company

Director Specialist Sales – Asia Pacific & Japan

Melbourne, AU
2006-2008

- Management of five product lines across a territory comprised of 18 Countries with a combined annual quota of 69 million dollars US with the attainment of over 100%.
- People management with direct reports across the geography.

Director Specialist Sales – Asia South Region

Singapore, SG
2005-2006

- Management of four lines of business across a territory comprised of 11 Countries and a combined annual quota of 12 million dollars US with the attainment of over 100%
- People management with direct reports across the territory

Symantec Corporation/PowerQuest Corporation

Austin, TX, US

Senior Principal Solutions Architect – Systems Management & Protection

2001-2005

- OEM, Financial, Healthcare, Federal Government, State and Local Government segments as well as the general commercial markets

- Over 150% quota attainment year on year
- Customer training, partner training and live product demos of current and emerging or beta products

Dell Computer Corporation Round Rock, Texas Limerick, IE/Austin, TX, US
Internal Tools Product Management Custom Factory Integration 1999-2001

- Interaction with finance, marketing and customer experience teams daily as required for optimal process definition

Manufacturing Software Architect

Austin, TX, US
 1998-1999

EARLIER EXPERIENCE

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|---|----------------|
| DELL COMPUTER CORPORATION | Austin, TX, US |
| Manufacturing Engineer Custom Factory Integration | 1997-1998 |
| FUTURE PROTOCOL INC. | Austin, TX, US |
| Consulting Engineer | 1995-1996 |
| AEON TECHNOLOGY | Austin, TX, US |
| Senior Sales Representative | 1992-1994 |

ADDITIONAL

Limited French, Latin and Spanish
 Fully media trained and proficient in engaging with PR and their partners
 Extensive experience in high-pressure and customer-sensitive environments
 Prior certification in Microsoft, Cisco, Symantec, and various scripting technologies

SKILLS

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|-------------------------------|---|
| Leadership | Account Management |
| Sales Management | API Management and Security |
| Trust Building | Market Planning |
| Sales | Demand Generation |
| Product Demonstration | Contract Negotiation |
| Presentations | Direct Sales |
| Presales | Managed Services |
| Communication | Cross Functional Team Leadership |
| Business Planning | Channel Sales |
| Go to market Strategy | Engineering Leadership |
| Virtualisation | Bash Shell |
| Integration | Z Shell |
| Management | PowerShell |
| Professional Services | Office 365 Administration |
| Business Alliances | Office 365 Security |
| Channel Partners | Multi-factor authentication |
| Salesforce | Privileged User Management |
| SaaS | Systems Management |
| Business Development | Network administration and network security |
| Sales Process | MacOS management and deployment |
| Multicultural Team Leadership | Windows management and deployment |
| Press Relations | |