

# JASON FORREST HOLLIS

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## TECHNOLOGY SALES EXECUTIVE

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

## ADDITIONAL

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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	