

*Top Ranked Salesman of Multimedia Hardware and Software Solutions*

- *Grew Territory Sales Revenue 8 Times*
- *Increased Yearly Revenue From 1 To 8 Million Dollars Within a 3-Year Period*
- *Sales Person of the Year for 4 and 1/2 Years*
- *Member of the Million Dollar Club*
- *One of Only 2 Members Admitted to the Four Million Dollar Club*
- *Extensive Contacts and Relationships in Educational Field*
- *Expertise in Solution Selling*
- *2003 Quota 140% (\$42,000/month)*
- *2004 of Quota 183%*
- *\$323,000 earnings in 2004...*

**Overview**

- ⌘ **Specializing in sales of high-tech LCD projection systems, digital media, and Internet curriculums of fully integrated software for educational institutions, government and non-profit organizations.**
- ⌘ **Managed customer relationships with many federal, state and city agencies, educational grades K through 12, colleges and universities. Agencies included utilities such as water, transportation, and police departments to name a few. Offices located in 20 cities.**
- ⌘ **Developed into one of the company's most successful sales reps the past 4 years.**
- ⌘ **Given responsibility for one of the largest company territories handling sales to the highest populated and largest 20 school districts encompassing up to 200 schools.**
- ⌘ **Particular emphasis on the sales, upgrade, installation and maintenance of increasingly vital multimedia training and presentation systems.**
- ⌘ **Succeeded in sales after teaching career through intensive training, passion and dedication and a natural sales talent, an aggressive go-getter style, and ability to quickly master large quantities of unfamiliar information.**

- ✚ Cultivate key enduring, fruitful relationships with clientele.
- ✚ Well developed knowledge in advanced digital conference equipment and software, advanced functionality.
- ✚ Seller of concepts and solutions, designing systems and spaces around customer need.
- ✚ Manage all installation, integration, programming, maintenance, components.
- ✚ Set up collaboration with video conferencing, networking capabilities, Voice over IP, bringing in components needed for projection, plasma or LCD, integrated audio.
- ✚ Determine full range of specs for engineering team in ordering needed systems including hardware and software, concepts and solutions
- ✚ Assess any space to determine installation capabilities; identify what is possible within a room and expose potential limitations.

**Expert Technical Knowledge in Multimedia Integrated Systems** including video, audio, control, hardware, networking, connectivity, multimedia, multiple inputs and outputs, sources.

### ***Major Achievement***

***Performed leading role in obtaining lucrative Georgia state contract***

***MAJOR IMPACT: Opened the floodgates for growth in government agencies business***

- Highly complex procedure took six months to finalize ... Navigated the confusing maze of government bureaucracy ... Communicated effectively with vendors and manufacturing partners to create a profile ... Expanded from limited to wide scope
- Carved out a channel for providing alternatives that open up new selling possibilities
- Achieved higher-level sale of multimedia capability/solution, despite their seeking vendors only for limited requirements
- Attained much larger sale than State expected without bidding higher
- Led to attainment of many important government sales contracts
- Sustained State contract for next 3½ years, a turning point in the company's fortunes.

## ***Career History & Responsibilities***

### **Wright Systems**

2000 – present

#### **Sales Executive**

*Education, Government, Non-Profit Sales – Arizona Territory*

### **PEACHTREE SCHOOL DISTRICT, ALPHARETTA, GEORGIA**

1999 – 2000

**Teacher Specialist:** Information Systems, Educational Technology & Staff Development, District Office

- Mentored teachers with aim of integrating new technology seamlessly into classroom curriculum
- Developed course content and provided Technology Staff Development instruction
- Created project web site for Department of Technology
- Technology Trainer - Tri-District Staff Development

### **GEORGIA INSTITUTE OF TECHNOLOGY**

1995 – 2001

#### **Instructor (2001)**

Masters Level Classroom Instructor Managing School Information Systems.

#### **Technology Operator/Facilitator (1999 – 2000)**

- Operated Sas Software for independent consultant, representing Leadership 2000.
- Facilitated focus group discussions.

#### **Training Specialist, Right Technologies, Inc. (1995)**

- Provided application training in networked workgroup environment.
- Created forms, templates, macros for training seminars.
- Supported network users with individualized remedial training.

## ***Prior Teaching Experience***

PEACHTREE ELEMENTARY, ALPHARETTA, GEORGIA

1997-1999

PEACHTREE MIDDLE SCHOOL, ALPHARETTA, GEORGIA

1993-1997

GLADES MIDDLE SCHOOL, Ft. Lauderdale, Florida

1993

## ***Education & Training***

M.A. Elementary Education, GEORGIA INSTITUTE OF TECHNOLOGY, Atlanta, GA, 2000

B.A., Elementary Education, PACE UNIVERSITY, Pleasantville, NY, 1993

## ***Professional Coursework***

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|--|-----------------------|
| • Elmira Tech Systems Design                   | May 2002              |
| • Electronics School of A.V. Technology        | January 2001          |
| • Kodak Sales Engineer Certification           | November 2000         |
| • Technology and Teaching Conference – Atlanta | January 2000          |
| • National IT Conference – Los Angeles         | November 1999         |
| • Facilitative Leadership Training             | November 1999         |
| • Microsoft Windows 2000 Conference – Atlanta  | October 1999          |
| • Qualified Evaluator Training                 | September – Nov. 1999 |
| • Technical Writing Workshop – Atlanta         | September 1999        |
| • Technology Mapping (Ark View) – Miami        | September 1999        |
| • Savvy Cyber Training (Emerald Institute)     | August 1999           |
| • Clinical Supervision Training                | March 1999            |
| • Integrating Technology (3-5) Workshop        | February 1999         |
| • Integrating Technology (K-2) Workshop        | January 1999          |
| • Learning Research – Staff Development        | 1996                  |
| • Dimensions of Learning – Staff Development   | 1995                  |
| • Assessment Alternatives – Staff Development  | 1994                  |