

## Business Development Manager | Account Manager

*Thriving account manager with entrepreneurial spirit specializing in start-up and restart of technical companies. Excels in challenging environment, provides extraordinary thinking and delivers exceptional business growth.*

Proactive Business Planning | Critical Thinking | Data Storage | Data Analysis | Inside Sales | Presentation Skills  
Fluent French | B2B Sales | Brand Management | Competitive Market Analysis | Storage Solutions | Sales Force/CRM  
Contract Negotiations | Product Launch | New Customer Generation | Software Sales | SaaS

### Career Highlights

**Increased Trail Blazers (NBA) Logo Sales 500% resulting in massive growth in retail stores.**  
**Increased client renewal by 98% through reconfiguration of existing customer support responsibilities.**  
**Consistently delivered 110% quota for 2 consecutive years.**

## Professional Experience

**Marketing Business Specialist**, Viewpoint, Portland, OR

**2013–Present**

*Viewpoint delivers innovative management tools through construction management software.*

- **Consistently exceed sales quota delivering 125%** while achieving **\$12M annual** gross goal.
- **106% productivity increase** of annual quota for lead development and customer need identification.
- **Drove new business** increase by developing prospect pipeline and delivered products and services that closed business and met profit quotas.

**Enterprise Inside Sales Account Manager**, Exagrid, Portland, OR

**2011–2012**

*ExaGrid Systems, Inc. provides disk based backup solutions for information technology companies.*

- **Consistently exceeded sales goals** in dual roles of inside and outside sales, established strategic relationships and developed new business matching solutions with client needs.
- **Maximized strategic alliances** with multi-level executives, clients and co-workers.
- **Developed sales methodology** throughout the company while serving on the Advisory Committee Panel.

*"Alan is an energetic, creative and innovative sales executive who always finds ways to use the technology and resources around him to generate revenue. He has a clear ability to communicate and articulate whatever content he is presenting. I highly recommend Alan to any organization that is looking for an out-of-the-box thinker to grow sales."*  
Andrea Moulton European Senior Account Manager at Innoveer Solutions

**Enterprise Inside Sales Account Manager**, Commvault, Beaverton, OR

**2010–2011**

*Commvault is the only independent software and service company focused exclusively on data management.*

- **Captured new business** and increased profit 11% by partnering with Dell and other hardware vendors.
- **Increased sales** in Western Area by optimal configuration of clients' systems, implementing successful data backups, and processes for products of Top F1000 accounts.
- **Reduced costs** by developing, contributing and implementing new strategies to Sales Advisory Committee.

**Inside Sales Account Manager**, Mi5 Networks, Beaverton, OR

**2007–2009**

*Mi5 Networks Inc. provides Web security gateway appliances that protect against web based threats including spyware, URL's and viruses.*

- **Generated profit increase** by collaborating with field sales and technical team to qualify and close solid leads.
- **Trained** existing partners on new technologies, provided technical support and recommended solutions.
- **Increased revenue streams** by contributing improvements and developing and managing existing partner relationships.

## Education

Portland State University, Portland, OR, **Bachelor of Arts in French Language**, (minor in Business and Economics)

Faculte Des Lettres, Avignon, France, **Diploma of Language** (French, History, Civilization, Law)

Institut Pour Etudiants Etrangers, Aix-en-Provence, France, **Diploma of Language** (French, History, Civilization, Law)