CHRIS STERRY

SOLUTIONS ENGNINEER

541-325-1289

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|  | Summary  * Over 11 years of pre and post-sales experience with SEO, PPC, digital marketing, analytics, web development and marketing automation products. * Proven track record in all stages of sales process, from business development and lead qualification to Requests for Proposals (RFPs), technical needs analysis, and closing. * Solid technical acumen with background writing white papers and sales strategies. * Collaborate with Sales, Marketing, and IT teams to optimize promotion of products and services. * Exceptional presenter with solid background in pitches, snap demonstrations, and Webcasts. * Superior analytical, communication, and interpersonal skills.  Experience |
| G5  Bend, OR  2015 – present | DIRECTOR OF SOLUTIONS ENGINEERING   * Manage and develop a team of enterprise sales engineers and sales support professionals in support of the organization's success as well as managing relationships with complex accounts. * Coach enterprise account executives and provide them technical sales support and sales enablement for direct and indirect sales, bid responses, customer deployments and build organic growth throughout the sales process. * Demonstrate use and value of software systems. * Convey complex concepts in understandable terms. |
| G5  Bend, OR  2012 – 2015 | SOLUTIONS ENGINEERING MANAGER   * Engaged as the technical pre-sales partner to account reps on opportunities to compete and win. * Formulated, designed, and executed deal strategies on potential solutions. * Architected winning strategies, gained understanding of the customer's business, helped customers see the value of our solutions, and identified additional opportunities. * Assisted in over 20 million in revenue. |
| G5  Bend, OR  2008 – 2012 | SENIOR SEARCH ANALYST   * Created, managed, and optimized SEO strategy and paid search campaigns in multiple search engines including Google, Yahoo, and MSN for advertisers in a wide variety of industry sectors. |
|  | EDUCATION |
| 2004 | **California State University Fullerton**  Philosophy and Education |
|  | Training Sandler Sales Certification  Decker Communications Certification  Google AdWords Certification  Google Analytics Certification  Google Premiere Partner |