Alan J. Miles Bend, Oregon **•** 503-318-2526 **•** A\_J\_Miles@yahoo.com

# Business Development | Marketing | Account Sales

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

Business Planning **|** Critical Thinking | Data Storage **|** Data Analysis **|** Inside Sales | Presentation skills| 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 Moda Center 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 & Sales Strategist**, AppWEAR Tech Wearables, Portland, OR **2015-Current**

* **Captured new business** by developing strategic partnerships and sales channels.
* **Drove business** increase by developing prospect pipeline.

Marketing Business Specialist, Viewpoint, Portland, OR 2013–2015

* Consistently exceed sales quota delivering 125% while achieving $12M annual gross profit goal.
* 246% 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

* 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 Sales Advisory Panel.

Enterprise Inside Sales Account Manager, Commvault, Beaverton, OR 2010–2011

* 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

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

**Education** Portland State University, Portland, OR

**Bachelor of Arts Degree in French Language**,minor in International Business and Economics