

# Kevin M. Regimbal

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## Work Experience (References Upon Request)

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### All Covered (IT Services with Konica Minolta): *IT Services Consultant* / Southern VA (June 2019 – Current)

- Promoted to an IT Sales Specialist for all of Southern Virginia after a year as a Hampton Roads sales rep at Konica Minolta.
- Grow and network potential clients through independent prospecting as well as working with the management team to develop leads from sales reps.
- Develop and grow the IT managed service provider division in the Southern Virginia territory.
- Consult with companies of every sector including Engineering/Architecture, Legal, Healthcare, Education, and all Private and Public sectors to help them integrate an all-encompassing suite of IT services.
- 1<sup>st</sup> full year, have grown revenue to \$ 3.568 million. This is up by around 400% of growth from previous territory owner.
- Consistently achieve weekly goals of 8 client facing appointments with 2-3 new opportunities generated. Have had as many as 17 client facing appointments in one week.

### Konica Minolta Business Solutions: *Named Account Executive* / Virginia Beach, VA (April 2018 – May 2019)

- Hardware, software, IT, and solutions sales representative specializing in the faith-based/nonprofit vertical with the responsibility of prospecting clients (current and growth), gaining net new business, and reaching different quota requirements.
- After fiscal year 2018, achieved 113% of yearly quota. Before taking over, the territory was at 48% for fiscal year 2016 and lower for fiscal year 2017.
- From taking over the territory, expanded my growth account pipeline in a year from 22% of the pipeline to 77% of total pipeline.
- Achieved 8.6 high pay off appointments a week through fiscal year 2019 by prospecting and networking with clients. Company standard was 8 with the company sales rep average being 4 high pay off appointments per week.
- Experienced with major accounts by working and managing PRA Group.

### Automatic Data Processing (ADP): *Disaster Recovery I/O Analyst* | Norfolk, VA (June 2017–April 2018)

- Disaster Recovery (DR) project manager responsible for the creation of test plans, scheduling, planning, and execution of Disaster Recovery events. Overall goal is construction of resilient data center infrastructures to meet required Recovery Time Objectives (RTO) and Recovery Point Objectives (RPO).
- Primary DR application manager for SharePoint, EPC, and ADP Reporting – Vantage. Managed applications requiring SRM VM's, SRDF, z/OS, z/Linux, z/VM, and assorted Database management systems.
- Instrumental team member working with design and development engineers on production and DR environments using all Disaster Recovery options (Active/Passive, Active/Active, Split Production, and any other variations required for the most efficient and effective recovery of the hardware and software environments).
- Experienced with communicating to designers/engineers building Production and DR environments in the AWS third party hosting and recovery provider.

## Skills

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- Proven ability to grow and cultivate relationships with new clients through effective prospecting/follow up techniques. This leads to pipeline growth and a high sales opportunity count.
  - Proven ability to manage relationships with coworkers and teammates inside an organization to achieve a common purpose which has been to drive revenue for the business and deliver on services.
  - Communicate and understand the language of Business and Computer Engineering in areas ranging from Virtual Machines, Relational and Non-Relational Databases (Oracle, Mongo, SQL), Networking (DNS, DHCP, and routing), Storage (SAN & NAS), Mainframe, Hardware (Hitachi, Windows, & EMC), User Interfaces, Outside Cloud Centers (AWS), Platform as a Service (PaaS), Cloud Infrastructure, and Firewalls.

## Education

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### Old Dominion University (Aug 2018 – Current)

- *Masters: Computer Science with a concentration in Information Systems / Current Enrolled*
  - **Relevant Course Work:** Cybersecurity, Encryption Big Data, Database Systems (SQL), ERP Systems
- *Estimated Graduation :* Fall of 2021

### Christopher Newport University (Aug 2013–May 2017)

- **B.S. : Information Science / May 2017**      **GPA : 3.39**
- **Minor : Leadership Studies / May 2017**
  - **Relevant Course Work:** Software Packages-Business Applications, Computer Programming (Java, Python, HTML), Information Systems Analysis, Business & Accounting Information Systems, Data Communication Systems, Information Systems Design/Implementation, Calculus I & II, Linear Algebra, Electromagnetic Physics.

## Activities and Community Service

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### CNU Men's Varsity Basketball (Aug 2013-Feb 2017)

- Three year starting guard and one of team leaders; ranked as high as 2nd in the nation and went as far as the DIII Final Four for Men's Basketball.
- Final two season record was 58 wins to 5 losses.

### Students, Leaders, Athletes, Mentors (SLAM) (Aug 2013-May 2017)

- Program leader for SLAM that works with underprivileged 3rd – 5th grade boys to relate basketball to responsibility traits that will help them through tough situations in their neighborhood and life. I go in every Tuesday to make sure that my group of kids is meeting the expectations of the classroom and to give guidance to weekly problems.

### Special Olympics (Aug 2014–Apr 2016)

- Volunteer counselor that was assigned to an athlete to help him learn a gymnastic routine for the end of the year competition. Our group met every Sunday, and we helped teach verbal skills while creating a positive learning environment. This was an opportunity to have fun with the athletes and to build confidence for the young competitors.

## Other Work Experience (References Upon Request)

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### Boys and Girls Club of America: *IT Specialist / Summer Camp Counselor* | Newport News, VA (May 2016-Aug 2016)

- IT specialist performing duties in the maintenance of hardware and software issues in the computer labs. Also, provided mentorship with the intercity children and acted as a role model.

### Virginia Early Childhood Foundation: *Summer IT Software Intern* | Richmond, VA (May 2016-Aug 2016)

- Data Analyst IT intern responsible for managing large databases, creating user friendly data input templates, and manipulating spreadsheets. Demonstrated strong understanding of the organizations values by working positively and effectively with all members of the staff.