I am a Complex Project Sales professional with extensive experience in international business with a focus in the Asia Pacific and Middle East regions. My passion to continually learn and develop new skills has enabled me to take on different roles through the evolution of a complex sale. My focus on understanding the technical and operational aspects of the product/systems I sell has afforded me opportunities within the Product Line Management and Project Management functions. Additionally, I have applied for and been awarded two equipment-based patents. I focus on objective analysis and quantitative skills to place my company in the best position to succeed. My love for different cultures and languages enables me to interact and understand an international client’s perspective; leading to our mutual success in contract negotiations and project execution. Success in selling and delivering projects is never accomplished alone but requires working and collaborating with internal and external teams. My military and professional experience has taught me to be part of these teams; whether as a team leader, a team member, or coach/mentor; whatever it takes to complete the mission and win.