

**Senior Account Manager | Sales Engineer | Technology Account Executive**

Accomplished, results-driven sales professional with over 7 years of technology focused sales experience. Expertise in Account Management, Sales Engineering, Product Development Support, and Program Management. Proven ability to ensure product solutions meet customer requirements. Exceptional management and customer communication skills. Track record for consistently exceeding multi-million dollar sales quotas.

**Qualification Highlights**

- Technology Sales
- Telecommunications
- Fiber/Copper Connectivity
- Value Added Solutions
- Account Management
- Sales Engineering
- Team Leadership
- Product Design Support
- Project Management
- Product Development Support
- Strategic Planning
- Quota Attainment

**Experience**

Sonicwall Sales Engineer 11/2014 to Current Kitsap Regional Library Poulsbo , WA

Direct Sales and engineering support for North America Sonicwall customers purchasing through Dell direct and GCC teams. Work directly with customers to size and scope security solutions through either face to face interactions or phone based media. Collaborate with outside and inside teams to enable them to sell Dell better together with security and networking. In Aug 2015 moved from supporting all of North America for SMB & Channel sales to supporting WI, IL, IN, KY, TN for LI enterprise network security opportunities.

***Accomplishments***

- Support all of North America, which produced over \$17.9 million in revenues for the first-half of 2015, resulting in 111% quota attainment
- Conducted quarterly sales trainings for all 3 Dell locations, driving a 35% improvement in sales
- Touched roughly 25 net new customer engagements weekly, achieving an estimated 75% close rate on opportunities worked
- Obtained CSSA and CSSP certifications

Enterprise Network Security Engineer 08/2015 to Current Dell City , STATE

Direct Sales and Engineering support for WI, IL, IN, KY, TN enterprise LI accounts. Work directly with customers to size and scope security solutions.

Networking Technical Sales Representative 11/2011 to 11/2014 Dell City , STATE

Part of the initial integration of Force10 and Dell. Responsible for direct sales and account management for Dell networking sales in multiple territories throughout tenure. Began by supporting 25% of the nation and, as team was built out, moved into smaller struggling territories. Worked directly with accounts to scope and size networking solutions in data center and campus environments. Heavily involved in the technical training of the existing Dell sales force.

***Accomplishments:***

- Helped stand up a new sales team within Dell to support networking
- Trained a sales force with very little networking sales knowledge how to uncover potential networking opportunities
- Transformed territories from a 50% average attainment to successful, consistently over-attaining regions
- Enabled sales reps to become confident in the art of the networking sale pitch
- Won rep of the quarter multiple times for quota attainment against peers nationally
- Attained multi-million dollar quotas in first three quarters of 2014, prior to joining the network security team in the fourth quarter of 2014

Software and Peripheral Inside Sales 08/2009 to 11/2011 Dell City , STATE

Sold over 40,000 non-Dell products, primarily focused on virtualization, operating systems, productivity, backup and recovery, antivirus and database software products, including Microsoft, VMWare and Citrix, as well as load balancers, WAN acceleration, content filtering, firewalls, power and cooling hardware products.

***Accomplishments***

- Maintained over 100% quota attainment for entire time in role
- Won multiple rep of the quarter awards against peers on a national level
- Increased peer account team sales of Dell manufactured hardware solutions due to the hardware requirements of the software products sold

Network and Systems Administrator 04/2005 to 01/2009 Brown County Schools City , STATE

Responsible for all enterprise and client equipment in a 100+ server environment, supporting roughly 3000 students, teachers and support staff with 1000's of workstations and laptops. Services supported include: VoIP, DNS, DHCP, directory services, systems management, content filtering, email filtering, database servers, POS systems, radios, in-ground fiber optic cables, network switching in core, MDF and IDF closets, copper cabling, endpoint security, PTP and Internet circuit management.

#### *Accomplishments:*

- Rolled out DHCP to entire campus in first two months on the job
- Refreshed every school workstation at least twice during tenure
- Maintained desktop and server images for entire enterprise
- Migrated environment from Novell eDirectory to Windows Active Directory
- Implemented district-wide wireless solution
- Instrumental in project design to implement VMware and storage solution

#### Education

Bachelor of Science : Computer Science 2002 Purdue University City , State , USA

#### Technical Knowledge

Enterprise equipment (servers, storage, networking, power), network design (40gb, 10gb, 1gb) and cabling (fiber and copper), network security appliances, critical network protocols (DNS, DHCP, VPN, TCP/IP), backup and recovery, troubleshooting enterprise and client equipment.