

PRODUCT SALES MANAGER

Executive Profile

Dynamic, entrepreneurial management strategist with a 25+ year record of achievement driving multimillion-dollar sales growth. As an award-winning sales executive, global thinker and visionary leader with a keen understanding of business processes, I succeed in highly competitive markets. My effectiveness blankets superior communication, a mentor's management style and hands-on sales and marketing leadership. This approach helps me nurture a high level of confidence that results in building and maintaining long term relationships with both internal and external customers.

Professional Experience

Skill Highlights

- Small business development
- Project management
- Leadership/communication skills
- Product development
- Product line expansion
- Business operations organization
- New product delivery
- Client account management
- Negotiations expert
- Market research and analysis
- Customer-oriented
- Team Building

Core Accomplishments

Professional Experience

Product Sales Manager 12/2013 to 04/2014 Clarivate Plc New York , NY

- Benmatech is a full-line, worldwide supplier of Point-of-Sale Hardware Responsible for establishing and maintaining business with channel, direct and end-user partners.
- Worked closely with existing partners to strengthen ties.
- Highly focused on developing new partners who desired something more from their POS hardware vendor relationship.
- Signed new major POS software ISV and was in process to sign two more Signed several new, large resellers Recruited new, successful sales person.

Vice President Food Services 09/2011 to 02/2012 Mcgrath Rentcorp Auburndale , FL

Empathica provides Customer Experience Management programs to more than 200 of the world's leading brands Worked with senior corporate executives of fortune 500 companies and responsible for new business development, employing SaaS, in the Food Services vertical.

Provided mentorship to internal sales staff to create an improved strategic approach to account development Closed on over 50% of yearly sales goals in the first quarter of the fiscal.

Mississauga, Canada Empathica provides Customer Experience Management programs to more than 200 of the world's leading brands Worked with senior corporate executives of fortune 500 companies and responsible for new business development, employing SaaS, in the Food Services vertical.

Provided mentorship to internal sales staff to create an improved strategic approach to account development Closed on over 50% of yearly sales goals in the first quarter of the fiscal.

Regional Sales Manager 05/2010 to 09/2011 Lkq Corp Columbia , SC

- Posiflex is a leading manufacturer of All-in-One PC hardware Managed distribution network, marketing and selling the entire range of Point-of-Sale Hardware and covering all of Canada.
- Grew sales through cultivation of relationships at the Distributor, VAR/ISV, and end user level.
- Provided hardware product training and mentorship to distributor sales force and sales management.
- Developed innovative, large scale marketing approach leveraging unique corporate and product advantages Grew business 10% in 6 months after 2 years of negative or flat sales Uncovered several major sales opportunity in first month of employment.

National Account Manager 01/2005 to 07/2009 Trinity Health Corporation Ada , MI

- PCMS is a leading international software and services provider in the Retail and Food service space Generated new business sales and managed accounts through pilot including new product rollouts, customer relationship development, contract negotiations, and order fulfillment.
- Key contributor of market requirement to product development team.
- Owned relationship with C-level executives.
- Key role within the organization that defined new business processes and direction for new product development Grew new accounts in same period by 400% Secured 10+ million dollars in sales over 4 years including the largest sale in company history Bob Tintner p1.

President 02/2003 to 11/2004 Adobe Systems Incorporated Stockholm , ME

- ASPos/Tri-Star was a start-up POS dealership serving two different markets over two different time periods Managed day-to-day

operations of a POS dealership.

- Performed sales role, hardware and software configuration, operations, financial and personnel management.
- Developed and implement training materials, programs, and maintained vendor relationships.
- Established and grew new business enterprise from scratch and achieved foothold in regional market Key contributor of functionality requirements and operational specifications to new POS provider.

Senior Product Marketing Manager 02/2002 to 02/2003 Trinity Health Corporation Aston , PA

- Sharp Electronics is a leading supplier of consumer electronics, office automation equipment, and point of sale equipment Staff position reporting to divisional VP.
- Managed all activities for six POS hardware and software products.
- Provided Functional Specs and managed development of Enterprise Software.
- Employed industry expertise to develop functional requirements for new Enterprise Solution.
- Created marketing plans and recommendations.
- Developed marketing material for new products.
- Provided high-end hardware product support to three sales channels.
- Led international development team to define key functional requirements for new software management solution Worked with outside legal counsel to define and develop new product software and services licensing agreements Led technical sales effort to secure a multi-million dollar account.

President 01/2000 to 01/2001 Autodesk Inc. Manchester , NH

Started new company with partner

Early adopter of SaaS model

Performed sales role, hardware and software configuration, operations, financial and personnel management.

Grew successful business until September 11th terror attack put us out of business

Industry Sales Manager 12/1997 to 04/2000 Harris Steel McKenna , WA

- Micros Systems is the world's leading supplier of POS systems to the restaurant industry Staff position reporting to divisional VP.
- Developed Dealer Channel for QSR POS hardware and software products.
- Provided key industry direction to product development and marketing on POS and Enterprise System Solutions.
- Identified, developed and closed large sales opportunities.
- Developed and implemented innovative industry sales/marketing plans.
- Developed and implemented training materials and programs.
- Built new sales channel from scratch including sales and marketing programs and materials Managed and mentored new distribution channel personnel to successfully develop and close business Instrumental in closing the largest single dealer QSR sale.

Sales Manager 09/1985 to 07/1996 PAR Microsystems City , STATE

- PAR Microsystems is a leading supplier of POS systems to the restaurant industry Successfully managed large geographical sales territories.
- Specialized in reviving troubled sales regions and accounts.
- Insightful mentor to associates who have later been recognized as outstanding achievers.
- Key contributor to next gen hardware platform.
- Developed and implemented highly successful marketing programs Achieved over 100% of quota nine of ten years Managed several sensitive account relationships that contributed to the procurement of a \$20 million contract.

Education

Bachelor of Arts (BA) : Education S.U.N.Y City , State , USA

Miller-Heiman Sales Training

Total Quality Management

Skills

approach, business processes, C, closing, Hardware, consumer electronics, contract negotiations, product development, direction, Electronics, financial, Functional, legal, marketing plans, marketing, product development and marketing, market, materials, mentor, Micros, Enterprise, network, new business development, new product development, next, office automation, PC hardware, personnel, personnel management, POS, procurement, reporting, requirement, Retail, selling, sales, sales management, strategic, technical sales, training materials, unique