

# Michael Gee

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## [Senior Account Executive]

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### [Quota-Exceeding Technology Sales Leader] | [Strategic Channel and Customer Engagement Expert] | [Complex Solution Sales & Cross-Functional Collaboration]

Results-oriented, self-driven, award-winning sales professional with a proven history of exceeding quotas and driving sales growth. Expert in networking and cybersecurity sales, with a deep understanding of customer needs and a passion for helping organizations achieve their IT networking & security goals.

## WORK EXPERIENCE

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**Ouster – Atlanta, GA**

**December 2024 – Present**

### *Strategic Account Executive*

Drive enterprise 3D LiDAR sales by winning new logos and delivering outcome-driven solutions.

- Manage global enterprise accounts in smart infrastructure, autonomous systems, and physical security sectors, with customers including three of the top ten companies by global market capitalization.
- Drove the DoD Defense Innovation Unit's assessment and approval process for company technology, resulting in a \$240 million increase in shareholder value post-press release
- Developed and executed a white space territory plan to drive net new customer acquisition; closed 4 new logo deals within the first 6 months by qualifying new leads and pursuing clients in underdeveloped market segments.
- Lead full-cycle sales efforts across both direct and channel routes, building strategic partnerships with VARs and integrators to penetrate complex environments and grow account footprint.
- Demonstrate strong initiative and technical curiosity, quickly ramping up on advanced 3D LiDAR technology to engage in credible technical conversations and drive solution alignment.
- Translate highly technical features into business impact through consultative engagement, influencing stakeholders across engineering, finance, operations, and executive leadership.
- Collaborate cross-functionally with internal teams and client stakeholders to ensure smooth deal execution, compliance, and long-term success.

**White Box Security – Atlanta, GA**

**January 2024 – December 2024**

### *Sales and Business Development Manager*

Spearheaded the establishment of White Box Security's sales and business development department.

- Furthered revenue growth by consistently exceeding revenue targets through strategic sales efforts, client relationship management, and partnership development.
- Established and maintained strong partnerships with Managed Security Service Providers (MSSPs) to expand service offerings.
- Created customized proposals tailored to client needs, incorporating technical requirements and pricing strategies.
- Developed competitive pricing models for our products and services based on market analysis and cost structure.
- Directed product/offering development based on client feedback and market trends.

- Provided market analysis to stay updated on industry developments and anticipated market needs.

**Planned Sabbatical – USA, Europe, SE Asia****August 2022 – January 2024*****World Travel / Volunteer Work / Self-Improvement***

Following a successful tenure at Layer 3 Communications while carefully planning and budgeting, my wife and I embarked on a planned sabbatical to travel the world, explore the United States, and engage in volunteer work. This enriching experience allowed me to broaden my perspective, develop new skills, and gain a deeper understanding of diverse cultures and communities.

**Layer 3 Communications – Norcross, GA****January 2013 – August 2022*****Senior Account Executive / Outside Sales (January 2016 – August 2022)***

Delivered exceptional sales results, exceeding quotas and leading customer acquisition efforts while managing a diverse high-level client portfolio and mentoring successful sales teams. **Awarded Top Salesperson in 2021 at Layer 3 Communications, achieving 181% of quota.**

- Led regional revenue growth for Layer 3, exceeding sales goals by an additional 81% through strategic channel partnerships and targeted customer engagement.
- Consistently exceeded sales quotas, including a projected 120.5% attainment in 2022, demonstrating a consistent record of surpassing expectations within a competitive sales environment.
- Proven record of successfully closing complex, long-term network and cybersecurity deals by strategically adapting solutions to meet evolving customer needs, demonstrating flexibility, and a commitment to customer-centric outcomes.
- Collaborated with security operations center (SOC) teams to design, implement, and support managed security service solutions resulting in improved client security posture.
- Partnered with cross-functional teams (engineering, implementation, project management, executive leadership) to develop and execute complex solution sales strategies.
- Vast experience working within the channel network with an intimate knowledge of the process and procedures used by partners, distributors, and vendors.
- Spearheaded customer acquisition initiatives, securing the highest volume of new logos company-wide over my last 5 years at the company.
- Managed a diverse portfolio of an average of 28 active accounts, including Fortune 500/Global 2000 enterprises, healthcare, financial institutions, and educational organizations, demonstrating flexibility and adaptability.
- Built lasting customer relationships as a trusted advisor, significantly increasing account retention, and driving recurring revenue.
- Cultivated strategic relationships with C-suite executives (CEO/CTO/CSO) and technical teams, aligning network and security solutions with business objectives to drive successful outcomes.
- Functioned as a crucial liaison between business and technical stakeholders, translating complex concepts to facilitate project success and achieve customer satisfaction.

***Systems/Security Pre-Sales Engineer (January 2013 – January 2016)***

Troubleshoot network & security issues, configured, and implemented networking infrastructure for clients, demonstrating expertise in switching, routing, firewalls, and security analytics & testing.

- Solved critical network and security issues, minimizing downtime, and ensuring business continuity for clients through timely phone, remote, and on-site support as part of the Security Operations Center (SOC) team.

- Demonstrated proficiency in multiple technology domains: switching/routing, wireless (WLAN), firewall configuration (port-based & next-generation), data center, security analytics & testing (vulnerability/penetration testing), managed services, and network support.
- Designed and deployed complex network configurations, upgrades, and troubleshooting for diverse client environments, including switches, routers, and firewalls.
- Collaborated effectively with client stakeholders and internal teams to analyze network needs, design solutions, and ensure successful implementation of networking and security infrastructure.
- Proactively identify network vulnerabilities and recommend remediation strategies, enhancing customer security posture.

**MontCrest Energy – Fort Worth, TX****July 2010 – November 2012*****Asset Manager/Bookkeeper/IT Liaison/Database Manager/Analyst***

Assumed diverse responsibilities encompassing finance, technology, and data analysis for MontCrest Energy.

- Improved efficiency by over 50% in monthly investor disbursement processes through the design and implementation of an optimized Excel system
- Accountable for daily work in accounts payable, accounts receivable, investor disbursements, banking, payroll, and bookkeeping.

**Victron Energy, Inc. – Waxahachie, TX****March 2009 – July 2010*****Brand Image Consultant & Web Content Manager***

Served as a brand strategy consultant, analyzing brand image performance, advising stakeholders on improvement strategies, and driving measurable results.

- Raised the company's overall image scores for 92+ ExxonMobil by 4 points in six months.
- Analyzed brand performance data to identify improvement opportunities, developing targeted strategies to enhance brand image.

## **EDUCATION**

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**Clemson University – Clemson, SC**

Bachelor of Science in Business Management – Emphasis on International Management (2008)

***Leadership Experience:***

- President, Sigma Phi Epsilon Fraternity (2007-2008)
  - Managed a 120+ member organization, demonstrating leadership, financial acumen, and strategic planning skills.
  - Re-established the Alumni Board, resulting in \$200,000+ raised for the organization.
- Vice President of Recruitment, Sigma Phi Epsilon Fraternity (2006-2007)
  - Led successful recruitment efforts, achieving the highest membership growth since 2001.

## **PROFESSIONAL SKILLS**

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**Core Sales Competencies**

- **Solution Selling:** Expertise in solution selling across diverse technology domains and crafting complex, tailored network security solutions across firewalls, VPNs, EDR/XDR, SIEM, data center, cloud (SaaS/IaaS), and managed security services.

- **Client Relationship Management:** Adept at building strong relationships with executives (C-Suite) and technical stakeholders, fostering trust and positioning solutions to maximize value.
- **Negotiation:** Proven ability to negotiate complex deals with multiple stakeholders, securing favorable terms and building strong, long-term relationships with clients.

### **Business Development, Communication, & Collaboration**

- **Territory Management:** Experience in developing and executing strategic territory plans to drive revenue growth and maximize market penetration.
- **Collaborative Skillset:** Proficiency in collaborating with cross-functional teams such as engineering (field, pre-sales & SOC), logistical, project management, and c-suite to better achieve customer success.

### **Soft Skills & Additional Assets:**

- **Self-Starter:** Proactive and self-driven, with a strong ability to independently identify opportunities, build strategy, and execute without oversight.
- **Adaptability:** Proven ability to quickly adjust to changing customer needs, market trends, and competitive landscapes.
- **Data-Driven Approach:** Comfortable leveraging data and metrics to inform sales strategies and optimize performance.
- **Technology Enthusiast:** Passionate about emerging technologies in the cybersecurity space, with a focus on understanding their applications and potential to solve complex client problems.