**Name**

**Address**

**Phone**

**Email**

Highly successful senior sales professional with an extensive record of achievement. A creative and analytical thinker with diverse experience in both national and regional sales and marketing. Well versed in presenting complex technical material to audiences at all levels.

PROFILE

HIGHLIGHTS

|  |  |
| --- | --- |
| ● 14+ Years Sales/Sales Leadership  ● Key / Regional Account Management  ● 9+ Years Channel Management  ● Teambuilding & Sales Training | ● Over 10 Years IT Sales Experience  ● Reseller / Partner Development  ● Strategic Sales / Solution Selling  ● Cisco Certified Networking Associate (CCNA) |

TECHNICAL SKILLS

CCNA, IP, VOIP, SIP, SaaS, VCaaS, H.323, H.264, WebRTC, G.711, G.722, ACC-LC, AAC-LD, Microsoft Office

EXPERIENCE

CORPORATION 1/2013 - 8/2013

V*isual Collaboration Software Development Company*

**REGIONAL SALES DIRECTOR, US**,

*Responsible for the development and implementation of programs to grow the software channel*. Work to drive revenue achievement through direct sales efforts in assigned territory. Assist in creation of ecosystem and channel strategy; Identified budgets, operational and headcount requirements to scale channel productivity. Aggressively develop and maintain a pipeline of prospective strategic channel partnerships. Exceptional relationship building with C-level executives within client organizations; maintained “trusted advisor” status to achieve growth and profitability targets.

NORTH AMERICA 3/2010 - 6/2012

*Consumer electronics and technology products manufacturer*

**REGIONAL SALES MANAGER**,

*Successfully implemented key projects that resulted in 121% increase over 2010 sales.* Responsible for building strategy and implementation of programs to expand the channel network and revenue in the assigned territory. Created and managed yearly partner plans to drive marketing, enablement, education and sales activities for 2500+ dealers and key internal stakeholders (e.g. Sales, Marketing,). Effectively worked with and across segment sales leaders to create and develop a harmonious multi-channel sales model that minimizes channel conflict. Exceptional territory management skills including account prioritization, travel planning and sales forecasting.

NORTH AMERICA 2/2006 - 2/2010

*Global provider of IT infrastructure services and solutions*

**ACCOUNT MANAGER - RENEWALS**,

*Accurately maintained a rolling 120 day forecast of renewals, delivering $5-6 million annually to the business.* Developed and executed win/win negotiation strategies for contract renewals to maximize contract value while protecting and enhancing the customer relationships. Maximized account growth opportunities, identified up-sell and cross-sell opportunities upon contract renewal.

**GLOBAL SALES SUPPORT**,

*Consistently exceeded revenue targets, delivering $25-30 million annually.* Managed strategic relationships with key Fortune 100 accounts in the financial and communications sectors (Deutsche Bank, State Street Bank & Xerox).

EXPERIENCE

GLOBAL 4/2000 - 11/2005

*Global provider of IT infrastructure services and solutions*

**INSIDE SALES, STRATEGIC ACCOUNTS**,

*Generated an average of $27 million annually, exceeding quota every year from 2000 – 2005.* Supported key accounts (GlaxoSmithKline, Lockheed Martin, Sungard and Thomas Jefferson University Hospital), managed all aspects of client life cycle, including quotes and orders.

WIRELESS 5/1989 – 3/2000

*Cellular telephony provider*

**CHANNEL ACCOUNT MANAGER,**

*Achieved 100% of yearly quota.* Provided day-to-day management of assigned accounts, development and administration of programs and churn control; emphasizing agent and customer satisfaction to exceed designated sales objectives.

**TELEMARKETING SUPERVISOR**,

Responsible for all tactical aspects of the department with 13 inbound/outbound representatives.

EDUCATION

Marketing Studies, University of Miami, Coral Gables FL 1986-1987

Marketing Studies, Chestnut Hill College, Philadelphia, PA, 1992-1994