

# Jerome L. Horne

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## SENIOR GLOBAL ACCOUNT MANAGER

ENTERPRISE SOFTWARE | TECHNOLOGY | SERVICES | DIGITAL TRANSFORMATIONS

### PROFESSIONAL SUMMARY

Accomplished senior sales professional with more than 18 years' global experience transforming organizations with innovative Enterprise and supply chain Cloud software, technology, and services solutions. Recognized salesman of the year, multiyear presidents club awardee, and eagle award winner.

### SKILLS

- Hunter mentality for net-new manufacturing, distribution, and retail opportunities. Multiple verticals.
- 6- and 7- figure transactions with lengthy, competitive, and complex selling cycles (*6-18+ months*)
- Sell business application software, services, and technology on value, not price
- Enable Enterprise revenue generation through technology advocacy and digital transformations
- Promote next generation models by utilizing value engineering, benchmarking, and ROI data
- Collaborate to build-out solutions with up-sell & cross-sell resources and global integration partners
- Identify pain points, prioritize business challenges, clarify project needs, and craft account strategies
- Manage and maintain a rolling pipeline through territory and account demand-planning
- Utilize CRM system to track customer interactions and account history
- Create and orally deliver executive and board-level presentations and demonstrations

### INDUSTRY EXPERTISE

- **Roles:** Sales manager, sales executive, senior sales leadership in team-selling, BDM, mentor, thought leader
- **Attainments:** \$57MM+ revenues. 118% historical quota. 700+ accounts sold. 85% net new.
- **Markets:** Start-ups, new territories: US and EMEA, developing alternative sales channels & partnerships
- **Advanced Degree:** Masters' in communications to author RFX responses and other business documents
- **Remote:** Self-motivated for over 15 years to be successful in a home office environment
- **Enterprise Software:** ERP, SCM, WMS, CRM, HCM, and EAM. AI, BI and Business Analytics. More.
- **Enterprise Platforms:** SaaS, On Premise, Web, RFID / AutoID, Middleware, and Mobility solutions

### SENIOR ACCOUNT MANAGER

Infor Global Solutions

10/2015 – Present

New York City, NY

*Portfolio software: Infor SaaS ERP, WMS, CRM, EAM, SCM, HCM, BI, AI. Services: Consulting, change management.*

- Hunt and develop C-level relationships to uncover 6- and 7-figure ERP and supply chain projects in a 7-state territory for companies with revenues of \$250MM+. Infor is a Tier One software and services provider.
- **Strategic win:** Emerged in 2018 as VOC for an ERP / WMS replacement project valued at over \$50MM TCV and \$28MM in service, a competitive SaaS RFP engagement at POOLCORP. Forecast at 714% of quota.
- **Net new target verticals:** Distribution, wholesale distribution, and third-party distribution logistics (3PL)
- **Pipeline:** Built 5x ACV forecast to \$20MM with 7 prospects. Infor CRM user (*migrated from Salesforce.com*)

### REGIONAL SALES DIRECTOR

CD Group, Inc.

8/2013 – 10/2015

Peachtree Corners, GA

*Portfolio software: Oracle Cloud, JDE, EBS, SaaS / on-premise software. Services: Consulting, managed services.*

- Expanded a 9-state territory for a Platinum business partner selling Oracle's complete ERP portfolio of Cloud and on-premise licenses, and CDG's consulting services. Generated 135% growth in 2-years.
- **Accomplishments:** Developed and expanded projects at ROHO Group, Fred Weber, Paulo Products, and Vernon Company exceeding quota by 117%, and generating \$4.4MM in software / services in second year
- **Geographic verticals:** Distributors and CPG manufacturers with revenues between \$100MM and \$1B
- **Pipeline:** Built a 3.5x forecast to \$12MM with 12 prospects, 4 existing accounts. Salesforce.com CRM user

## REGIONAL SALES DIRECTOR

RFgen Software

9/2012 – 6/2013

El Dorado Hills, CA

*Portfolio software: Mobility for ERP enterprise software. Services: Consulting, custom software development.*

- Opened a 14-state region for RFgen, providing transformative ERP supply chain track-and-trace mobility solutions. Managed partner relationships with Oracle, SAP, and Microsoft. AutoID and RFID technology.
- **Accomplishments:** Closed Antea Group for \$2.2MM in revenues and attained quota growth of 114%
- **Net new geographic verticals:** Distributors and CPG manufacturers with revenues below \$250MM
- **Pipeline:** Built a 3x forecast to \$7MM with 8 prospects. Salesforce.com CRM user

## SENIOR BUSINESS DEVELOPMENT MANAGER

Office Depot, Inc.

7/2011 – 9/2012

Boca Raton, FL

*Portfolio of Services: Global office and business technology; part of the Major Accounts Business Division.*

- Nurtured a 2-state territory to attain 30% YoY growth with new business development, and assigned major accounts for Office Depot, a global provider of office and business technology and services.
- **Accomplishments:** Competitive wins at Armstrong Teasdale and Shook, Hardy, & Bacon generated over \$1.7MM in revenue to exceed quota by 23%
- **Geographic targets:** Net-new prospects and multiple named accounts with revenues over \$75MM
- **Pipeline:** Built a 3.2x forecast to \$5MM with 9 prospects. Salesforce.com CRM user

## SALES MANAGER

Midwest Office Technology, Inc.

2/2009 – 6/2011

Lenexa, KS

*Technology: Office automation. Portfolio of services: Document management services.*

- Hired, trained, and led a 10-member team selling office automation technology and office automation services to SMB companies within 24-counties. Responsible for P&L budgeting and team's sales attainment.
- **Accomplishments:** Team wins at JC Community College and Sprint increased revenues by 40%, and improved margins over 20%. Transformed team's focus from 'sold-on-price' to solutions 'sold-on-value.'
- **Regional targets:** SMB accounts with revenues over \$10MM, renewal accounts increased by 8%

*Additional Experience Descriptions Upon Request*

<b>Strategic Accounts Manager</b>	Markem Image, Inc.	Keene, NH	<i>Supply chain marking/traceability: MFG and DIST</i>
<b>Senior Account Manager</b>	Manhattan Associates	Atlanta, GA	<i>Best of Breed DIST, RFID: Named Accounts</i>
<b>Regional Manager</b>	Data Systems International	Kansas City, MO	<i>Supply Chain Mobility: MFG; DIST; Retail</i>
<b>Regional Channel Manager</b>	Qwest Communications	Denver, CO	<i>Telecommunications: Channel Accounts</i>
<b>Regional Manager</b>	Data Systems International	Kansas City, MO	<i>Supply Chain Mobility: MFG; DIST; Retail</i>

## EDUCATION

**MASTER OF ARTS** in Mass Communications

University of Central Missouri, Warrensburg, MO

**BACHELOR OF ARTS** in Speech Communications

North Carolina State University, Raleigh, NC

## CERTIFICATIONS / CONTINUING EDUCATION

**Amazon Web Services Business Essentials:** AWS Cloud Solutions Sales Certification

**Sales training:** The Challenger Sales, Solution Selling, The Counselor Salesperson, and, others

## RECOGNITIONS

Salesman of the Year, President's Club/Circle multiple years

Eagle Award winner (*highest sales honor*)

## CONNECTIONS

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