

## **BRUCE BUERMAN**

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### **IT/TECHNOLOGY ACCOUNT EXECUTIVE**

Accomplished Account Executive, with 25+ years of hands-on, effective account development, account management, proven track record contributing to superior sales performance in reaching sales / revenue goals through corporate clients. Consistent track record of significant achievements in IT and technology solutions design, Sales, and Corporate Client relationship development. Creative decision-maker and problem-solver focused on developing effective solutions and exceeding goals while ensuring the continuous delivery of top quality services. Results-oriented with outstanding communications and cutting-edge corporate technology and services knowledge. Areas of expertise:

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Account Management & Development • Technology Solutions Design • Executive Presentations  
Client Development • Business Project Management • Client & Vendor Relations  
Training & Mentoring • Contract Negotiations • Issues Resolution

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### **PROFESSIONAL EXPERIENCE**

#### **EVOLVING SOLUTIONS INC., Hamel, MN • May 2002 to October 2018**

Provider of Corporate IT services and solutions, serving clients in Minnesota, North Dakota and South Dakota.

##### **Account Executive**

Successfully responsible for development and orchestration of new revenue streams by developing and maintaining long-term business relationships with Medium and Large Corporate Clients. Researched and analyzed business, challenges, market and competitive environments for each client. Assisted in the design of advanced hardware, software and services solutions unique to each client. Communicated daily with clients, including resolving issues. Created all sales documents and presentations including RFP-response documents, executive summaries, performance reviews, summary charts, and business-to-date reviews for business leaders and executives. Responsible for day-to-day customer service tasks including order taking, delivery tracking, and basic issue escalation.

##### **Key Highlights:**

- 15 plus year relationship with multiple clients
- Achieved annual revenue growth 12 consecutive years through aggressive client portfolio expansion.
- Expanded account revenue and client portfolio by anchoring relationships with key clients including:
  - Won a \$5M server consolidation/upgrade with a major Utilities Company.
  - Twice competed and won client RFP to replace and upgrade existing Intel Servers and Storage at Health Care Account
  - Proven long term Account Management track record with several key \$1M annual revenue clients.

##### **Awards Highlights:**

- Recognized by partners through sales contests for IBM, HP, Cisco, Microsoft, and Lenovo.
- 12 time member of company Incentive Club, awarded annually to Account Executives achieving sales goals.

**IBM CORPORATION Minneapolis, MN • April 2000 - May 2002**

A worldwide technology solutions provider headquartered in Armonk, New York

Client Facing Sales Specialist of IBM Intel servers and storage to SMB Clients and Public Sector Accounts in Minnesota, Iowa and Indiana. Successfully responsible for developing, driving and managing new and existing accounts within a five state territory.

**Intel Server Sales Specialist - SMB - Public Sector**

Successful Outbound sales specialist of Intel servers to Small & Medium sized Business and Public Sector accounts. Successfully responsible for developing, driving and managing new and existing accounts within a five state territory

**ADDITIONAL PROFESSIONAL HISTORY****GE CAPITAL IT SOLUTIONS, Mesa, AZ • 1997-1999****Account Executive**

Account representative for the State of Minnesota, direct sales, marketing and account management to large State Government agencies in MN. Oversee all facets of order processing, product flow; inventory control, customer service, customer interface, problem solving and decision making.

**January 1997 - March 1998****Account Executive**

**Comark Corporate Sales**, St. Paul, MN (a nationwide technology solutions provider headquartered in Bloomington, Illinois)

**September 1995 - December 1997****Account Executive**

**CompuCom System, Inc., Bloomington, MN** (a nationwide technology solutions provider headquartered in Dallas, Texas)

**EDUCATION**

**St. Cloud Technical College, St. Cloud, MN,  
Business Associates Degree, August 1981- June 1983  
Rocori High School, Cold Spring MN  
Diploma 1981**

**TECHNICAL PROFICIENCIES**

Enterprise Computing, Blade Technology, VoIP, SAN and Enterprise Storage, Virtual Storage Systems, Converging Technologies, Virtual & Cloud Computing, Orchastration & Automation.

**CERTIFICATIONS**

IBM Strategic Sales Professional  
IBM Storage, IBM Cloud  
VMWare  
Cisco Sales  
Hewlett Packard Sales, Storage and Intel Servers  
Tegile- Flash Arrays- Hybrid Storage  
Nutanix  
Riverbed  
Lenovo