**Lenwood V. Long, Jr.**

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**Summary of Qualifications**

I am an accomplished Sales Executive with over 12 years of broad-based experience in Federal, Commercial and Healthcare Industries, driving revenue growth and market share for several Fortune 500 companies. My key areas of expertise include consultative sales, team building and relationship management within complex and highly regulated compliance environments. I have a successful track-record of providing efficient solutions to help achieve complex business goals, drive significant sales revenues and enhance client service that generates extraordinary results.

**Work Experience**

**Product Account Manager**

BMC Software, Cary, NC April 2016 - Present

Responsible for a managing an extensive territory of Enterprise level accounts throughout the Midwest and West of the United States. My focus is on the Performance & Analytics strategy for new and existing customers. Building plans that are business driven and IT centric to provide innovative solutions that scale, are highly efficient, and improve bottom line performance.

Position Includes: Consultative selling, Forecasting, Value Based Negotiations, Closing, Channel Partner Education & Management, Mentoring/developing colleagues, Territory Development,

Responsible for New Logo & SMB start-up accounts in the Midwest & West attained 108% new business and established over 4.5M in new business development Collaboration with internal ecosystem and channel partners that led to 500K in closed business in FY17

### Solutions Account Manager Federal DoD

#### BMC Software, Cary, NC May 2014 – Apr 2016

Engaging Federal customers within the DoD/IC community to expand relationships and increase maturity in managing their total IT infrastructure. Responsible for pipeline growth, valued added analytic of customer spend for added services, and close of business opportunities (renewal and new logo).  
  
Achieved 93% of 9.5M Quota FY16  
Achieved 108% of 1.2M Quota FY15

### Business Development Executive

#### BMC Software, Cary, NC March 2013 – May 2014

As part of the Federal Account Team, my role consists of aligning software solutions to key IT and business initiatives and challenges to Federal agencies throughout the US and internationally. I create compelling value propositions to meet customer needs for software and business applications and advance sales by leveraging my ecosystem. I continue to be successful in building customer networks, especially with C-level and senior executives, to identify and develop new opportunities within my accounts. Additionally, I regularly coordinate with marketing and field sales to re-engage our current client base in order to identify opportunities for business expansion.   
  
Achieved 132% of Quota FY14

Lenwood V. Long, Jr. Page 2

**Education Product Account Manager**

Syncfusion, Morrisville, NC November 2011 – November 2012

Cultivating leads generated by inside side sales team for Syncfusion educations services/software package. Developed and closed business through interactive Demos and fact finding cold calls.

Continually met daily call metrics of 90+ dials and 2 hours of talk time

Set up over $1.5M in pipeline within first 6 months

Closed over $550k in pipeline development within first 6 months

Achieved 158% of Quota

**Inside Sales Account Executive**

Mainline Solutions, Raleigh, NC January 2011 – May 2011

Maintained knowledge of Mainline’s products and pricing. Provided configuration support by working closely with the internal technical support team. Primary focus was to assist the sales organization obtain new opportunities. Resolved any issues clients and customers may have. Generated and presented proposals to existing and prospective customers. Provided support to Senior Account Executive by prospecting customers and scheduling onsite and webex appointments. Worked diligently to ensure customer satisfaction.

**Hybrid Account/Channels Representative**

NetApp–Research Triangle Park, NC September 2007 – January 2011

Increased NetApp Visibility and Marketshare in the MidWest territories. Provided training sessions for local Partners to train on product, sales success and overall territory success. Exceeded daily metrics 117% in Fiscal year 08 and 114% in Fiscal year 09 by obtaining new business and day-to-day requirements.

**Inside Channel Account Manger**

MarketStar at Cisco Systems, Inc – RTP, NC June 2003 – May 2007

Contacted prospects within SMB sector to generate qualified leads for Cisco’s Canadian inside Sales team. Profiled accounts and provided updates to region on dial-out campaign effectiveness. Served as a technical advisor on Cisco products and solutions. Processed leads from a third-party vendor and pass to appropriate sales representative. Prepared weekly reports that summarize lead dial and talk time results as well as sales trends within the territory. Attended weekly sales and product training to further develop sales skills. Mastered use of Orion Sales Database.

**Sales & Customer Service Trainer**

Customer Access Resources—Durham, NC August 2000 – May 2003

Responsible for delivery of training programs for sales & service programs (HBO, Time Warner Cable, Allstate). Developed training materials for all new hires and continuous training. Coaching and development monitoring for agents to improve total customer satisfaction ratings.

# **Education**

* Winston Salem State University – Winston Salem, NC
* Sport Management and Political Science

**Core Competencies**

ITIL V1 Foundation

Mandel Presentation Certified

Salesforce Platform