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Thought Leader / Analytics / PaaS/ SaaS / Hadoop / Data Visualization / Essbase / Cloud / Big Data / Big Data Cloud Services/ Big Data Discovery Cloud Services / Outsourcing / Alliance and Channel Development / Operations / Process Reengineering Solutions / Business Intelligence / OBIEE/ SAP BI / Business Objects / Offshore Development/ Salesforce.com/ Sales /Sales Leadership / Executive Leadership / P and L / Hunter/ Closer / Leader/ Offshore / Near Shore / Java / Custom Application Development / Web Development / PHP / ERP/ PeopleSoft / EBS/ GRC / Supply Chain

<u>Year</u>	<u>Quota</u>	<u>Performance</u>	<u>Percentage of Quota</u>
2017	\$2.5M	\$2.5M	100%
2016	\$732,000	850,000	110%
2015	\$5.0M	\$5.99M	125%
2014	\$5.5M	\$5.5M	100%
2013	\$5.0 M	\$5.0M	100%
2012	\$5.0 M	10.0 M	200%
2011	\$4.0 M	14.5 M	355%
2010	\$3.5 M	11.5 M	300%
2009	\$3.0 M	3.0 M	100%
2008	\$3.0 M	3.5M	125%
2007	\$2.5 M	2.5 M	100%
2006	\$2.0 M	4.5 M	225%
2005	\$ 2.0 M	5.0M	250%
2004	\$ 1.5 M	2.9M	190%

PERSONAL STATEMENT

Top producing sales executive with over 12 years of experience maximizing sales opportunities within highly competitive markets. Focused on ERP Mid-Market of 500 million to 1.5 billion, SaaS, and PaaS. Established genuine rapport with prospects and clients by utilizing comprehensive product knowledge, existing alliance relationships, and enthusiastic personality to identify client needs and recommend appropriate solutions.

President's Club 1999-2012, Recognized by Peers at ORACLE as best new ASM in adverse environment and most responsive to challenges

Experience

OAKRIDGE INFOTECH (May 2017 to Present) Consultant 1099 Vice President of Software and Solutions Sales

Oakridge Infotech is a leading Managed Service Provider firm for Microsoft technology services and solutions. Our expertise is in providing services around Workplace Modernization, Office 365, Cloud Migrations, SharePoint, Dynamics and PowerBI services. I am working on sales best practices, metrics, increasing sales revenue through an onshore/offshore model with 9 direct reports across the globe including Europe, India, and the US. My team has increased revenue by changing the way we think about sales not to think about a number but rather think about helping a client/partner to help them maximize their capabilities through a combination of software sales as well as consulting solutions.

ORACLE USA (March 2015 to April 2017) Account Sales Manager – Analytics

My job was to help DELL/EMC, ConocoPhillips, QT, Dell Technologies gain a comprehensive view of their business while delivering a stunning view of their business through data visualization. Extensive Experience with Big Data Cloud Services and Big Data Discovery Cloud Services including Hadoop. Oracle Business Intelligence Cloud Services allows the customer to adopt the cloud their own way, with in the cloud, hybrid, or on-premises deployment. My job was to help ORACLE'S Clients save money while being able to work smarter and faster selling them Oracle's PaaS and OCS Consulting Service

GLOBAL SYSTEMS (MARCH 2015 TO JANUARY 2016) Contract Role

Led re-engineering of sales staff and recruiting function. Generated 5 Million dollars in new opportunities. Helped close a 2.5 million dollar deal which was 2nd largest in company history.

CIGNITI, Inc. (March 2014 to March 2015)**Director of Strategic Sales and Channel Sales**

Brought on for a short term contract to help modernize sales processes and the delivery model. Closed opportunity to work with ORACLE OCS and ACS within 4 weeks of joining and worked with OCS on several EBS and Cloud projects. Worked with clients and ORACLE to help implement EBS and ERP Cloud. Manage and supervise a team of Inside Sales People, Account Managers, Subject Matter Experts, and Consultants involved in an ORACLE, PeopleSoft implementation. Working on assisting them with updating their sales documentation, ORACLE Partnership, SAP Partnership, and implementing salesforce.com. Extensive Experience in working with customers and Big Data Issues including Hadoop issues and Big Data and Big Data Cloud Issues. Successfully built a pipeline of over 7.5 million dollars in 3 months and have been working on specific solutions to sell to SI's including ORACLE, SAP, and Microsoft in MidMarket. Reported directly to public traded consulting and software solution company's President and CEO. Led a team of 15 direct reports with 10 inside sales people 3 account managers and 5 recruiters Worked with Cigniti customers and internal operations personnel as well as direct reports to track and resolve any customer issues. Generated substantial revenue through channels and alliances. business and increase good will.

SA TECHNOLOGIES**Director of IT Sales (5.25 years employment)**

August 2009 to March 2014

Reported directly to the Vice President with direct reports of 35 with P and L of 31.2 million dollars. Responsible for selecting and growing sales staff via training and education. Managed an offshore development team of 200 people from Dallas, TX. Worked with accounts with revenue over 100 million dollars to maximize their IT spend while providing excellent service. Traveled 75% of the time both nationally and internationally to client locations and SA Technologies Offshore facilities. Interacted with both US and International personnel to maximize clients' efficiency. Worked with ORACLE for duration managing Sales Referrals including OBIEE, EBS, ERP Cloud, ORACLE CRM, Siebel, PeopleSoft, and Exadata/Solaris programing. Developed and implemented a new sales training program for both US and international sales personnel. Promoted from within company 3 times within last four years.

Director of ERP Sales

Responsible for ORACLE OCS and ACS. Led a sales and recruiting team of a 20 million dollar MWBE company specializing in ERP upgrades, installations, implementations, and staff augmentation. Negotiated and executed go to market strategies. Full responsibility for interacting with AE's from SAP and ORACLE to drive net revenue to bottom line of partners and company. Full P and L Responsibility.

Business Development

Interacted with large scale enterprises and C Level Executives to drive a pipeline of 10 million in business to SA Technologies. Interacted with ORACLE and SAP Account Executives and Consulting Services to ensure performance of SA Consultants. Developed a pipeline of 4.7 million in ORACLE Middleware Revenue including BEA, Fusion, and possible SUN revenue. Managed a P and L of over 10 million dollars and worked with inside sales team to drive revenue to company.

SOFTIMA (May 2008 to September 2008)**Contract Sales Manager**

Headed a team of 10 sales people and 3 recruiters for a solution and staffing based business model dealing in offshore solutions for ORACLE, SAP, and Microsoft. Responsible for P and L.. Assisted sales people in lead generation, interacting with customers and candidates, and assuring sales closure. Increased pipeline by 250% to 19 million with a closure rate now at 48% from 15%.

COMSYS IT PARTNERS January 2007 to April 2008
Business Development Manager

Headed the National ERP Practice Sale Force. Responsible for an increase in pipeline activity from 1.2 million to 9 million in 7 months. Focused on SAP midmarket of 500 million to 1.5 billion until restructuring at SAP in 2008 and then emphasis was on 300 million to 1 billion dollar companies. Responsible for driving new revenue to practice via interface with both new and existing client and channel partners. Worked closely with SME's to generate revenue quickly and efficiently. Responsible for development of new processes and team building efforts. Interacted directly with SAP Account Executive's and Client Partners to maximize supply chain. Worked with clients on PeopleSoft, JDEdwards, and ORACLE requirements.

ARC Corp—Acquired by STARPOINT SOLUTIONS (August 1998 - September 2006 (8 years employment))
Sales/Business Development Manager

Provided leadership necessary to create and foster a team culture across all functional, industry and product lines. Managed a team of 5 daily reports. Extensive experience in offshore sales for Bangalore offshore unit. Worked on managing project teams for SAP ORACLE, Psoft, and JDE upgrades and implementations. Responsible for selling ERP, BPO and Custom Application Development.

Under Graduate: University of Oklahoma at Norman 90-94 BA

Graduate: Oklahoma City University 94-97 Juris Doctorate emphasis on contracts, technology, and national security