

SEAN C. HIGHBERG

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CAREER OBJECTIVE

Obtain a sales position with a provider of software and services that values a consultative selling approach and strategic account management proficiencies to further the profitability of business owners and clients.

BACKGROUND

A software sales professional with over a decade of experience across the Financial Services, Insurance, Oil & Gas, Utilities and Legal industries with a proven track record of successes in territory management, new business development and strategic account management. Comfortable interacting with all levels of an organization from the C-Suite, Equity Partners, Board of Directors to the end users while searching out innovative, profitable solutions in challenging environments and leveraging strategies to realize superior results and consistent growth.

- Strategic Sales and Marketing
- Business Planning and Forecasting
- Territory Management
- Contract Negotiations
- Customer Relationship Management

CAREER RESULTS

- Exceeded 225% quota 4th quarter 2016 – Information Builders
- Exceeded quota first month in the field - LexisNexis
- Development of Sales Process for Startup – MBS/Security
- Launched multi-site account initiative for customized managed security services and reporting platform – MBS/Security
- Sales Representative of the Year – MBS (2009, 2010 and 2012)
- Identified and closed on average over \$1.2Million of new business annually within existing customer base - MBS
- Territory growth of \$1Million (30%) in revenue year over year in net new business - MBS

PROFESSIONAL EXPERIENCE

INFORMATION BUILDERS, INC., Houston, TX

2014- Present

Enterprise Account Executive – Business and Financial Services, Oil & Gas, Utilities, CPG and Retail, 2014

Represent Information Builders' suite of products and services for a global market leader in three high-technology sectors: Business Intelligence & Analytics, Data Integration and Management, and Data Quality & Governance. Overall responsibilities include; growth of new business within the territory, strategic account management, identification of up sell opportunities and retention of existing customers.

LEXISNEXIS Legal & Professional, Houston, TX

2014

Territory Manager

Recruited to grow the territory primarily through selling new business to prospects, upselling and selling new business to existing accounts, and retaining renewal revenue within high spend legal research accounts. Worked individually as well as lead a group of sales specialists to drive all assigned LexisNexis Solutions within the assigned territory including 1-50 attorney law firms and assigned State and Local Government accounts.

MODERN BANKING SYSTEMS, INC, Omaha, NE**2007 - 2014****Sr. Sales Executive – Security Products, 2014**

A division of Modern Banking Systems to address growing security needs within the financial industry specifically relating to network security and support, IT management (MSP) and Information Security risk mitigation (SIEM) and remediation services. Created sales process, event log reporting process, business development plan to include; sales lead prospecting, evaluation of business opportunities, coordination of sales support and company efforts with prospects, development of proposals and sales contracts.

Territory Account Executive – Southern Midwest and TOLA, 2007 – 2013

Position and sale enterprise level core accounting software and additional mission critical products such as electronic automations, IT administration and security services by developing and executing specific regional sales plan. Lead development of new product offerings such as managed services and cloud based back-up solutions. Consulted with and sold upgrades to existing customer systems and network infrastructure. Train and manage new sales representatives.

EQUIPMENT MANAGEMENT & TECHNOLOGY SOLUTIONS, Englewood, CO**Director of Operations****1998 - 2003**

Developed and produced all work flow solutions for operations department to distinguish the company from competitors in the marketplace to include; day-to-day statistical reporting and documentation to enhance customer satisfaction, quarterly reporting to clients of current program activities and executing the appropriate course of action. Negotiate with manufacturers, distributors and service providers ensuring best valued capital acquisition and service contracts. Generated 95% overall revenue across 400 client facilities nationwide. Hired, trained, coached and supervised personnel

NEODYME TECHNOLOGIES, College Station, TX**1998 - 2003****Director of Client Support Services, 2001 - 2002**

Educated and assisted Healthcare facilities with the NeoDyme Maintenance cost reduction services. Directly responsible for the Mid-West region facilities comprising 60% of total revenues by the end of 2002. Responsibilities included the corporate management of 35 biomedical technicians working with the regional “Lead Technician” to ensure client satisfaction with response times, equipment performance as well as proper JCAHO reporting.

Vendor Replacement Specialist, 1998 - 2001

Negotiated labor rates and parts cost and ensured acceptable response times and emergency service guarantee's with ISO's identified as capable alternatives ensuring appropriate market pricing for healthcare facilities utilizing this maintenance cost reduction platform.

UNITED STATES AIR FORCE RESERVES, NAS/JRB Forth Worth, TX**1998 - 2006**

Rank: Senior Airman: Weapons Clearance, Armament – Airman First Class – Naval Air Station Fort Worth Joint Reserve Base, Fort Worth, Texas; Honorable Discharge. Served honorably as Student Squadron Commander and Class Leader while completing technical training for the 321st Training Squadron at Sheppard Air Force Base, Wichita Falls, Texas

EDUCATION & TRAINING

Texas A&M University - Business Administration

Advanced Sales Training Courses: Get-Real Selling, Questions Based Selling Methodology Training, SPIN Selling Corporate Sales training and Executive Corporate training