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## **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.

## **EXPERIENCE**

**INFORMATION BUILDERS, INC., Houston, TX**

**November 2014- Present**

**Position: Enterprise Account Executive**

**Territory: South Texas**

**Duties:** Establish and develop Fortune 2000 accounts marketing Information Builders' suite of products and services in three high-technology sectors: Business Intelligence & Analytics, Data Integration and Management, and Data Quality & Governance. Overall responsibilities include initial contact and qualification of enterprise accounts, direct interaction with Executives, Line of Business Directors, IT Departments, and Marketing teams to drive Business Intelligence strategies and maximize selling opportunities in Enterprise F2000 accounts. Manage project rollouts, custom development, technical support and training. Responsible for defining and managing ROI and TCO presentations to executive level contacts to close business opportunities.

**Products:** A leading global provider of Business Intelligence and Data Integration solutions to the enterprise. Enterprise suite of products help clients leverage existing data to optimize opportunities and monetize their data by creating actionable intelligence across entire enterprise making everyone a stakeholder in the business' success. These Enterprise solutions addresses key LOB and IT initiatives both inside and outside the network firewall delivering actionable intelligence to from the executive suite to customer service and customers if applicable.

**Competitors:** IBM Cognos, Oracle, SAP, SAS, Informatica, Mulesoft, Microstrategy, TIBCO Spotfire, Tableau, Domo

**Markets:** Business and Financial Services, Insurance, Oil & Gas, Utilities, CPG and Retail

**Level of Contact:** CXO, VP, Director

**Sales Cycle:** Six to twelve months with the average deal size of \$250K

**Clients:** Insperity, USAA, Frost Bank, Merchants Choice Payment Solutions, BCBS-LA, INEOS, Valero, GE Hydrill

**LEXISNEXIS Legal & Professional, Houston, TX**

**2014**

**Position: Territory Manager**

**Territory: South Texas**

**Duties:** Recruited to grow the territory primarily through selling new business to prospects, up selling 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.

**Products:** A worldwide leader in content-enabled workflow solutions specifically designed for the legal, risk management, state and local government and academic markets. The suite of products address key areas including: legal research and practice guides, litigation strategy and e-discovery, legal department management, compliance and due diligence, news, company research and protection intellectual property assets. Provide product expertise to clients, offer best practice methodologies via consultative selling.

**Competitors:** Thompson Reuters, WestLaw, Wolters Kluwer, MyCase, American Bar Association

**Markets:** Small Law (5 – 100 attorney's), State and Local Government

**Level of Contact:** Equity Partner(s), VP of IT, Director of Litigation and Transactional Practice

**Sales Cycle:** Thirty to 45 Days deal size of \$50K

**Position:** Territory Account Executive**Territory:** TOLA (Texas, Oklahoma, Louisiana, Arkansas) and Kansas

**Duties:** Position and sale enterprise core accounting software along with applicable hardware (IBM and Windows server) 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. Built and implemented new line of business 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.

**Products:** A provider of Core Accounting software, worldwide leader in content-enabled workflow solutions specifically designed for the legal, risk management, state and local government and academic markets. The suite of products address key areas including: legal research and practice guides, litigation strategy and e-discovery, legal department management, compliance and due diligence, news, company research and protection intellectual property assets. Provide product expertise to clients, offer best practice methodologies via consultative selling.

**Competitors:** Jack Henry, FiServ, FIS, D+H, CSI**Markets:** Commercial, Regional and Community Banks (<\$500MM)**Level of Contact:** Chairman, President, CXO**Sales Cycle:** 2 to 18months, deal size of \$150K

**Achievements:** Development of Sales Process for Startup, Launched multi-site account initiative for customized managed security services and reporting platform, Sales Representative of the Year – MBS (2009, 2010 and 2012), Identified and closed on average over \$1.2Million of business via net new and existing customer base growth

**EQUIPMENT MANAGEMENT & TECHNOLOGY SOLUTIONS, Englewood, CO****2003 - 2007****Position:** Director of Operations

**Duties:** 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****Position:** Director of Customer Services

**Duties:** 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.

**Position:** Vendor Replacement Specialist

**Duties:** 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.

**EDUCATION & TRAINING**

Texas A&amp;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