

Larry Otsuka

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#readytowork

Work Experience

Account Executive

Infusion - New York, NY

August 2016 to May 2017

- Accounts in Metropolitan Area (NY & NJ)
- Acquired by Avanade in February 2017

Senior Account Executive

Accelatis LLC - Wilton, CT

March 2015 to August 2015

- Accounts in Mid-Atlantic & Southeast Regions
- Sold \$200,000 Enterprise Performance Management Platform to Mattel, Quintiles, and C.R. Bard

Shoutlet (Acquired by Spredfast), Madison, Wisconsin

Leading Independent Enterprise-class Cloud-based Social Marketing Platform

Territory Manager

Shoutlet - Madison, WI

May 2014 to November 2014

- Accounts in New York & New Jersey
- Focus industries: retail, CPG, hospitality/travel & insurance

Senior Sales Specialist

IBM Corporation - New York, NY

2011 to 2014

- Selling the IBM WebSphere Commerce & Sterling Commerce Software Products
- Accounts in New York and New Jersey
- Sold \$455,000.00 managed file transfer system to PHH Corporation in 2012
- Sold \$427,000.00 EDI Managed Services (Software as a Service) to Eisai Pharmaceutical in

Senior Sales Representative

Endeca Technologies - Cambridge, MA

2010 to 2011

- Over 212% of quota, sold \$3.2 million+ in software, consulting services & maintenance in 2010
- Number 2 Salesperson in Enterprise Group in 2010
- Qualified for the 100% Club in September 2010

Account Executive

SAS Institute Inc - Cary, NC

2008 to 2010

Strategic Manufacturing Accounts in Northeast (United Technologies)

Account Executive - Northeast

SAP Americas, Inc - Newtown Square, PA

2006 to 2008

- Manufacturing Accounts (Perkin Elmer, Analog Devices, Bose, etc.)
- Sold Global Trade, Customs & Compliance System to Perkin Elmer for \$1.75 million in 2007

Senior Regional Sales Executive / Northeast

Apropos Technology - Oakbrook Terrace, IL

2002 to 2005

Oakbrook Terrace, Illinois

Call Center / CTI software solution provider with \$21 MM in sales

Senior Regional Sales Executive / Northeast (2002 to 2005)

- Recruited to deliver consistent annual revenue stream throughout 6-state territory: Upstate New York / New Jersey / Massachusetts / New Hampshire / Maine / Ohio
- Grew territory from less than \$1 million to \$4 million.

Vice President / Eastern Region

Vizional Technologies - Santa Monica, CA

2001 to 2002

2001 to 2002)

- Recruited to lead East Coast sales efforts and build alliances in a turnaround environment

Sales Executive

i2 Technologies - Las Colinas, TX

1995 to 2001

Heavily recruited as 1st sales executive hired in NY/NJ Metro Area (employee #81); challenged to sell current clients and new prospects, work with business partners (in particular, SAP) and 3rd-party consulting firms (e.g., Price Waterhouse Cooper, IBM, Accenture, etc.)

- 3-year President's Council honoree at over 125% of quota, representing more than \$14 million in total revenue

Sales Executive

Dun & Bradstreet Software/Management Science of America - Atlanta, GA

1984 to 1995

Atlanta, Georgia

ERP software provider to Fortune 500 companies with \$275MM in international sales

Sales Executive (1984 to 1995)

- Top performer; maximized current client accounts while opening a series of new accounts in the New York state and metro areas; total revenue exceeded \$24 million during tenure
- 10-year track record of delivering 100% or more of quota
- 5-time President's Council at over 125% of quota

District Sales Manager

Automatic Data Processing, Inc - Roseland, NJ
1980 to 1984

Roseland, New Jersey

Billion-dollar international service bureau: payroll, financial services, etc.

District Sales Manager (1980 to 1984)

- Excelled in payroll service sales to new and existing clients throughout northern New Jersey (Passaic County)
- Provided sales leadership, development and support to directly reporting Junior District Manager last year of tenure
- Consecutive, 4-year President's Club member at 120% of annual quota

Education

BBA in Management in Management

University of Massachusetts - Amherst, MA

Skills

- Salesforce
- Sales
- Account Management
- Cold Calling
- Cloud Computing
- WebSphere
- WebSphere

Certifications and Licenses

driver's license