

TIMOTHY P. FLYNN

9675 Garden • Livonia, Michigan 48150 • 734.516.9443 • tflynn4202@gmail.com

SENIOR-LEVEL SALES PROFESSIONAL

A sales professional with a 15+ year track record of consistent quota achievement, revenue growth and territory expansion. Outstanding success in building and maintaining relationships with key corporate decision makers, establishing large volume, high profit accounts with excellent levels of customer retention and loyalty. The track record that I continue to build upon shows a proven pro-active team player.

Core Competencies: Network and Network Security Hardware and Software, Unified Communications, Telecommunications, AV Projects, Cabling, Services and Managed Services, Project Coordination

PROFESSIONAL EXPERIENCE

AVI SYSTEMS • September 2013 to Present – System Sales Specialist

Sales of A/V Systems, telepresence equipment, presentation and collaboration products, digital signage, and broadcast and production equipment and services. Project coordination of all project sold

Key Achievements & Responsibilities:

- Responsible for new and existing customers in the Michigan, and Northern Ohio territory.
- Leveraged relationships with key A/V Partners; i.e. Cisco, Polycom, Crestron, and NEC to drive revenue.
- Closed Video Wall projects with leading national Ad Agency
- Closed Design and Implementation project with manufacturer for their new HQ

TRAVELING TEAMS • February 2010 to September 2013 – Sales Manager

Led a sales team of 3 selling Traveling Teams unique service to youth sports organizations throughout the United States and Canada.

Key Achievements & Responsibilities:

- Increased company business 55% during my time with company.
- Closed Service deal with Major US based Hockey League
- Closed Service deal with NY based athletic complex
- Closed Service deal with USA Hockey National Championships

WILTEC TECHNOLOGIES • July 2007 to December 2009 – Account Executive

Built sales territory selling Network, Network Security, Unified Communications, Low Voltage Cabling Design and Implementation Services, and Professional and Managed Services; Collaborated with vendors and engineers to tailor products to specific needs of clients. Used Sale Force for CRM. Project management of projects, including budgets, timelines, labor management.

Key Achievements & Responsibilities:

- Closed significant deal with well-known Museum for sale of Network Hardware and Management Software.
- Closed significant deal with well-known Grocery Chain for Cabling, Security, and Audio Visual products.
- Met and exceeded quota.
- Leveraged vendor relationships with Cisco, Juniper, Extreme Networks, Belden, Comm-Scope, and Life Safety

BULLSEYE TELECOM • June 2006 to July 2007 – National Account Manager

Managed over 40 major national accounts worth \$12M, negotiated essential contract renewals, increased per-customer profit margin through intensive promotion of new products and service, conducted successful sales presentations to diverse corporate groups. Worked with Channel Agents to sell BullsEye Services, also sold managed VOIP solutions.

Key Achievements & Responsibilities:

- Achieved 95% customer retention rate, the highest in company.
- Consistently exceeded aggressive quota.
- Captured \$350K in new corporate-billed cellular invoicing from 4 customers alone.

INCAT SYSTEMS • April 2005 to June 2006 – Account Executive

Built sales territory selling Network, Network Security, Storage (Virtual and Hardware), Support Desk, and Implementation Services. Collaborated with vendors and engineers to tailor products to specific needs of customers. Project management of projects, including Scope of Works and ensuring proper staffing.

Key Achievements and Responsibilities:

- Brought \$50K in business back to company through relationship management blitz.
- Closed significant deal with well-known software manufacturer for sale of Cisco network hardware and phone system.
- Met and exceeded quota.
- Frequently conducted major sales presentations.
- Leveraged vendor relationships with Cisco, NetAp, EMC, Trend Micro, Checkpoint, and IBM

NETWORKS GROUP • 2000 to 2005 – Account Executive

Start up company focused on selling Network Security Products and Services while expanding key local customer base, increased account penetration and conducted consultative sales. Provided exceptional customer service through attentiveness and thorough product knowledge, constructed focused solutions to fit customers' unique technical needs. Worked to coordinated sales and engineering staffs to ensure delivery met client needs (project management).

Key Achievements and Responsibilities:

- Negotiated \$750K remote access security project with tier 1 automotive supplier.
- Secured \$400K network and security implementation contract with software manufacturer.
- Closed \$100K network security deal with regional university.
- Noted contributor to corporate policy and procedure manual. (Start up company)
- Streamlined order flow to maximize team efficiency.
- Leveraged vendor relationships with Check Point, RSA, Juniper, Fortinet, and Trend Micro.

ANIXTER • 1994 to 2000 – Inside Sales Manager (1998 to 2000); Inside Sales (1995 to 1998); Warehouse Manager (1994 to 1995)
\$2B International provider of cable, wire and networking services.

Sold computer network equipment and services, expedited incoming leads, communicated with sales force and served as customer advocate. Exceeded goals and quota, repeatedly recognized and promoted for thorough product knowledge and demonstrated customer service skills. Coached and mentored Inside Sales team members.

As Warehouse Manager Controlled major inventory, shipping and receiving hub.

Military Service -- US Navy – Honorable Discharge**EDUCATION**

Jacksonville Community College, Jacksonville, Florida – Completed 2 years toward Bachelor of Arts, Business Administration

CERTIFICATIONS HELD

Cisco Sales Expert

Cisco Advanced IP Communications

Juniper Networks JNSAP (Security Sales)

Network Appliance Certified Sales

Websense Certified Sales

Palo Alto Sales