

SOPHIA SKORDAS

(773) 218-7558 Cell

skordas7@yahoo.com

www.linkedin.com/in/sophiaskordas/

Professional Summary

- Worked on detailed project implementations, work-flow/process improvements, and end user testing
- Excellent project coordination, data analysis, and metrics reporting background
- Skilled at translating business needs into process change recommendations
- Proven ability to manage complex tasks while insuring seamless support of the overall project timeline

Professional Experience

EMC Converged Platforms/VCE, Lisle, Illinois

2015 - 2016

Associate Account Executive

- Maintained Salesforce.Com client updates and forecasts
- Ran & reviewed reports regarding team forecasting
- Functioned as point of contact for large deals that had special requirements
- Worked with key accounts to ensure client satisfaction and maintain positive ongoing relations

Forsythe Technology, Inc., Skokie, Illinois

2003 - 2015

Product Sales Support Analyst ~ Security/Network (2011 - 2015)

- Decreased client proposal cycle time by 15%
- Managed and oversaw manufacturer deal registrations to secure deeper discounts
- Established, implemented, and maintained vendor/partner relationships
- Quoted and configured complex technical solutions through Salesforce.com/Oracle
- Acted as a project manager serving as a liaison between manufacturer, sales team, and internal support staff

Product Sales Support Analyst ~ Storage (2009 - 2011)

- Accountable for accurate technical EMC / Symantec / Data Domain / QLogic solutions for clients
- Performed cost analytics to leverage opportunities for additional margin
- Responsible for Quote to Cash: Configuration to Proposal to Booking
- Processed more than \$11K+ per year in margin for the combined 5 regions

Client Advocate (2007 – 2009)

- Performed inside sales duties, supporting Account Managers, Solutions Architects/Specialists
- Pre- and post-sales contact with clients and cross-selling activities to developed opportunities
- Reviewed contracts (Master Sale Agreement, Statements of Work, and Terms and Conditions).
- Supported 3 of the top 10 Account Managers with combined sales of \$20M

Pricing Analyst ~ x86 (2003 – 2007)

- Configured and priced IBM/HP X-Series/Proliant servers, desktops and laptop solutions
- Accountable for accurate technical configurations & pricing solutions, including registrations discounts
- Maintained accurate IBM Special Bid pricing and HP Big Deal pricing

Education

LOYOLA UNIVERSITY OF CHICAGO

Bachelor of Business Administration