February 23, 2016

Dear Recruiter,

I have been selling IT services for 25+ years. 18 of those years were spent selling computer maintenance services, including the last 10+ with SMS – Systems Maintenance Services, Inc. I believe that I may be an excellent fit for your organization. Because of my knowledge of the IT maintenance industry and overall sales experience, I am confident that I can provide significant value to your company. I would welcome an opportunity to discuss my qualifications with you in detail.

Thank you for your time and I look forward to hearing from you.

Regards,

Dan Sullivan

440-503-6421

[Dsullivan2021@gmail.com](mailto:Dsullivan2021@gmail.com)

**Daniel T. Sullivan**

7525 Andover Lane

North Royalton, Ohio 44133

440-503-6421 dsullivan2021@gmail.com

**Summary of Qualifications**

A dedicated, results-oriented sales professional with more than 25 years experience in direct sales of products and services primarily in the IT industry. Possess strong solution sales background coupled with solid relationship selling skills. Demonstrated particular success in growing new businesses, accounts, and territory development. Strong track record of accomplishments resulting in consistently superior sales performance. Extensive experience in:

|  |  |
| --- | --- |
| * Solution Selling | * Maintenance Services Sales |
| * New Business Development | * Growing Existing Accounts |
| * Relationship-based Sales | * New Product/Services Development |
| * Account Management | * Disaster Recovery Sales |
| * Territory Planning | * Mentoring & Training New Sales Reps |
| * Cold Calling | * New Business Start-up |

**Professional Experience**

Systems Maintenance Services, Inc. – 2005 to 2015

Senior Account Executive responsible for growing Great Lakes Region maintenance business. Principle duties include selling server, storage & network maintenance contracts for OEM products including DEC, HP, IBM, SUN, DELL, EMC, Cisco and others. Focus on new business sales as well as increasing “book-of-business” revenue stream for the region. Services also include professional services sales. Achieved and exceeded quotas of net growth per year, maintaining a multi-million dollar plus annual run-rate.

Independent Technology Companies, LLC – 2002 to 2005

Self-employed as an independent sales rep selling information technology consulting services and products, including: IT Security, Web Application Development, Application Integration, Network Engineering and Strategic Staffing. Represent multiple companies, including several start-ups, as an outsourced sales and marketing arm, building their pipelines and allowing them to focus on their core business.

eJiva, Inc. - 2000 to 2002

Senior Account Executive - Involved primarily in CRM/CTI side of organization focusing extensively on Genesys and Siebel package implementations within a ten state territory. Sold a million dollar plus Genesys call center implementation to one of the largest insurance firms in the mid-west.

Whittman-Hart, Inc. - 1997 to 2000

Senior Account Executive - First hire in the new Cleveland branch for Whittman-Hart contributing to rapid growth from start-up to $40 million branch in three years. Sold full range of W-H’s IT consulting services from custom application development to full ERP implementations. Responsible for developing new accounts as well as growing existing account relationships at the “C” level. Consistently achieved more than 125% of quota. Earned President’s Club recognition for three consecutive years.

Great Lakes Computer Corporation - 1993 to 1997

Service Sales Manager – Grew local maintenance service division from infancy to large profit center for this hardware reseller. Built two new branch offices from ground up (Columbus and Cincinnati). Recruited, hired and trained new sales reps. Designed and developed sales and marketing strategies. Created processes for integrating sales with service delivery.

XL/Datacomp, Inc. - 1988 to 1993

Marketing Representative - responsible for all aspects of marketing technical support, software services, maintenance and disaster recovery services throughout Northeast Ohio for this national IBM Business Partner. Third highest sales achievement nationally.

***Education***

John Carroll University (B.S.B.A., Marketing)

Dale Carnegie Training

Acclivus Sales Training