MATTHEW OSBORN

⦁ 2323 W Ainslie St Apt2 ⦁ Chicago, IL 60625 ⦁ 678-900-9900 ⦁ m0sborn0509@gmail.com ⦁

**OBJECTIVE**

Seeking to leverage my experience within the Information Security field to deliver against client needs while expanding market penetration and improving my skill set.

**COMPETENCIES & SKILL**

* Account Management
* Customer Issue Resolution
* Cold Calling
* Account and Territory Penetration
* Vertical and Horizontal Messaging
* Solution Sales
* Performance Management / Coaching
* Comptia Security+ Certified

**EXPERIENCE**

**Cisco Systems (Lancope),** Chicago, IL

**June 2014 to Current**

**Security Account Manager –** Delivering high value, emerging security technologies in complex sale situation to large accounts often in the >$1B revenue range; Provide field coverage in IL, MN, ND, SD, & WI; Responsible for all phases of the sales cycle for new/additional business at new and existing accounts.

* Achieved 107% of sales target of $2.8M for 2014
* Winner: Rookie of the Year 2014
* Achieved 130% of goal in 2015
* President’s Council 2014 & 2015

**IBM Security Services,** Smyrna, GA

**July 2012 to May 2014**

**Inside Sales Security Services -** Responsible for winning IBM Security Services business by executing and managing all phases of the sales cycle, including identification, ownership, progression, and closure of business opportunities; Sold a broad spectrum of security services including both consulting and managed security services.

* 108.9% of goal in 2012
* 113.5% of goal in 2013
* Winner: IBM Sales Eminence Award 2013, BUE Award 2Q13, 1-3-9 Award 2013, and Manager Award 4Q12

**Dell SecureWorks,** Atlanta, GA

**January 2010 to July 2012**

**Demand Generation Manager -** Manage new teams resulting from realignment with legacy Dell sales teams including Global 500, Healthcare/Life Sciences, Federal, Major, and Select Public Accounts; Responsible for new opportunity development via cold calling, email campaigns, events, partners, and existing relationships.

* Increased total pipeline by 66% from Q4FY12 to Q1FY13

**Sales Operations Lead -** Managed team for renewal of $85 MM ASCV with Enterprise Accounts; Resolve customer issues; Integrated new sales operations procedures for international and partner deals arising from Dell acquisition of SecureWorks; Developed and trained sales operations staff

**Enterprise Security Specialist -** Perform demand generation activities to deliver >$9 MM in opportunities resulting in pipeline of over 6x Annual Sales Quota; Averaged over 45 cold calls per day and deployed a mix of emails and events.

* Achieved 117% of quota
* Developed >97% new business and 3% cross-sell on past clients

**Estes-Shields Engineering (ESE),** Atlanta, GA

**January 2007 to August 2008**

**Civil Site and Structural Design -** Civil site design & drafting including: Existing, Proposed, Grading, Erosion Control, Utility, Traffic, and Tree plans; Structural drafting; Site visits & As-Built assessments; Property investigation reports & due diligence assessments; Permitting services; Research & ensure regulatory compliance; Wrote responses to RFPs for public projects, including first winning public projects proposal as team lead

**Innovative Engineering,** Woodstock, GA

**June 2006 to October 2006**

**Civil Site and Structural Design -** Assisted with civil and structural design of multilevel low & mid-rise commercial, retail, and industrial projects; Provided preliminary design calculations as needed; Researched design requirements per vendor manuals and government regulations; Structural drafting

**Covente Inc.,** Atlanta, GA (formerly EDSI)

**November 1999 to September 2005**

**Operations Manager -** Managed operations on $4.5 million in annual services; Decreased operating costs & improved gross margin from previous 6 months by 4%; Managed projects to gross profit; Quarterly review of market segment effectiveness & profitability; Operational forecasting, production, & resource allocation; Recruited new employees & provided ongoing assessment; Managed capacity to fluctuating client demand; Reduced employee turnover; Developed offshore partnership to expand service offerings

**Client / Performance Manager -** Redeveloped sales training program; Shortened new employee ramp-up timeframe by 1/3 for quicker ROI; Collaborated on employee evaluations, ongoing training, and recruitment; Worked with client to develop project guidelines, determine target market, and establish projected sales opportunities; Regular iterative review and detailed analysis of results for continuous improvement; Created/altered sales message, coached & assessed project employees for sales pipeline generation; Managed project operations to profitability;

**Sales Analyst -** Delivered approximately $50 million in short & long-term sales opportunities through >48,000 cold calls to Cxx and other decision makers. Discussed business issues with prospects to match with client solutions; Targeted all companies greater than $100 MM in revenue, including Fortune 10; Developed consultative skills utilizing solutions based/value based sales techniques specific to buyer roles and industry characteristics

**EDUCATION**

**Southern Polytechnic State University**

GPA: 3.8; Departmental Honors & Magna Cum Laude; B.S. Civil Engineering Technology; Spring ’09, concentrations in Civil Site and Structural Design; Activities: ASCE SPSU Student Chapter President (2008-2009), ASCE Steel Bridge Competition (2008 & 2009); SPSU Honors Program; Associated Schools of Construction Heavy Civil Competition, 2006

**University at Buffalo**

B.S. Business Administration, Summer ‘99, concentrations in Finance and International Business; Minor: East Asian Studies; Activities: Participated in the first SUNY Buffalo Study Abroad Program with Zhe Jiang University in Hangzhou, China; Speaker of the Assembly, SUNY Buffalo Student Association (‘96-‘97)