Jennifer Vercamen

1070 Fox Hollow Run Dunedin Florida 34698

727-365-6505 (M) ▪ vvercamen@mindspring.com

Qualifications Summary

Results-driven, highly motivated, well-organized business professional with proven interpersonal and management skills. Demonstrated leader with a precise understanding of solution selling and competitive business environment, possess an in depth understanding of emerging technologies and their commercial applications, resulting in award winning results.

**Professional Experience**

# Securematics Santa Clara, California

**Customer Service & Order Management Representative May 2011 – Sept 2015**

* Managed strategic Juniper accounts in the Central/East region.
* Identified and qualified new Juniper partner prospects with high growth potential and managed the recruitment and business development process.
* Responsible for $40 Million in annual revenue.
* Average 15% sales growth year over year.
* Supported both inside & outside sales reps by keeping their accounts in line with day to day activity.
* Prepared and presented quote proposals, negotiated pricing and processed orders.
* Provided exceptional customer service to both inside & outside sales reps, reseller partners and vendor contacts.
* Focused on long-term relationships while maintaining a large diverse customer base

**Tech Data Clearwater, Florida**

**Hardware Vendor Product Representative- Cisco Systems**  **Sept 2008 –May 2011**

* Effectively developed and managed Cisco accounts by uncovering new business opportunities within small/mid-tier business partners.
* Delivered innovative sales support resulting in highly successful year over year growth rates for the company.
* Provided exceptional customer service, focusing on long-term relationships while maintaining a large diverse customer base.
* Actively participated in monthly sales trainings, sponsored floor days, roadshows and networking events.
* Successful track record in developing key relationships in the business community building on a customer focused sales strategy.
* Proven sales leader, in the small to medium sales environment. Always achieved 100% of quota with limited account base.

**Smartnet Vendor Product Representative - Cisco Systems**  **Dec 2004 –Aug 2008**

* Managed and maintained Cisco Smartnet renewals for all accounts at Tech Data.
* Educated sales associates and customers on how to use online Cisco renewal tools.
* Directly responsible for the growth in Smartnet renewal business.

**Inside Territory Manager** **May 2002 - Nov 2004**

* Team Leader – managed group meetings, collaboration and communication; monitored team members' workloads and reprioritized/reassigned projects as necessary; provided mentoring and coaching
* Created reports, forecast and business plans to uncover new opportunities to secure territory growth, increase sales and profitability.
* Utilized campaigns, sales drives, and Tech Data reseller events to drive additional revenue

**Senior Sales Associate** **March 1993 - April 2002**

* Manage internal customers through inbound-outbound sales calls
* Assist team to meet and exceed set company sales goal.
* Attend vendor sponsored trainings to be more effective on suggestive selling.
* Negotiate pricing to secure business while still maintaining margins and profitability.

Education

**BA.**, Journalism University of Central Florida, Orlando, FL