**Rex M. Tumminia**

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**Senior Business Development**

**Information Technology Security**

**Strengths**

**New Business Development – Strategic/Enterprise Account Management – “C” Level Relationships**

**Territory Management – Channel Experience – Consistent Achievement of Revenue Objectives**

**Profile**

Sales professional with a track record of over achievement and broad experience ranging from direct sales, sales management, and channel development for the past 25 years in the Information Technology arena. Remain on the cutting edge of IT technologies driving revenue creation with continuous education, continuous business development, proactive maintenance of existing strategic accounts and maintaining key vendor relationships in IT security.

* Expert in the technology sales model including business development, needs assessment, design, integration and management of enterprise security technology infrastructures.
* Thorough understanding of the capabilities and complexities of IT Security enterprise solutions.
* Outstanding success in building and maintaining profitable relationships with key decision makers from “CXX” level to technical contacts within a company.
* Exceptional ability to map security technologies to Risk Posture and Business Drivers
* Deep roots in the Southern California Security Information Technology Channel

**Professional Experience**

**Dimension Data 01-2016 to 06-2016**

Sales Consultant Security Business Unit RIF Layoff 4% Reduction In Workforce - Americas

* $565,000 GP on $2,300.000 Revenue 1st 6 months of employment
* Responsible for Channel Relationships with strategic security vendors
* Deliver accurate and technically relevant sales presentations to potential customers
* Effectively orchestrate Dimension Data selling and solution resources (security focus) for maximum impact
* Engage key stakeholders within prospects/clients to gain an understanding of the business issues and objectives driving their needs to establish an overall security account strategy
* Use sales tools and processes (e.g. Solution Selling, Salesforce.com) and methodology to effectively manage accounts, opportunities, and pipelines and accurately forecast on a consistent basis

**Hexis Cyber Solutions 12-2014 to 12-2015**

Regional Director of Sales

* Startup Company – Responsible for 9 Proof of Value Engagements with Major Enterprise Accounts – (Comp based on number of POV’s because of immaturity of offering)
* Identifying key decision-makers and building strong relationships with customers
* Delivering accurate and technically relevant sales presentations to potential customers
* Manage all aspects of the sales cycle including prospecting, development of the customer relationship at all levels and the implementation of the account plans with a sense of urgency
* Delivers on set objectives to achieve revenue and growth targets
* Channel relationship responsibility for the Geographic Region

**Forsythe Technology 12-2013 to 11-2014**

Enterprise Account Executive

*Information Security*

* $904,000 GP on 4,200,000 Revenue for 2014
* Managed Security Opportunities in the Southern California Region for Forsythe Infrastructure Reps
* Represented Forsythe Security Services
* Represented Forsythe Security technology partner products.
* Created business relationships with five net new Enterprise Accounts in the 1st three quarters of 2014

**Fishnet Security 9-2011 to 12-2013**

Enterprise Account Executive

*Information Security*

* Year 2012 – 104% of Quota of 750,000 GP, Year 2013 – 112% of Quota of 900,000 GP
* Responsible for identifying and maintaining revenue growth opportunities in the IT Security space.
* Managed and developed relationships with customers that via a consultative sales approach that delivered the highest level of Account Management.
* Represented FishNet Security services.
* Represented FishNet Security technology partner products.

**Networp 4-2008 to 9-2011**

Director of Sales

*Mobile Resource Management Solutions*

* From Company Inception in 2008 grew revenue to 4.2 Million in 2 years
* Responsibilities included development and implementation of business development strategy focused on the Fleet Tracking and M2M industries.
* Lead interface to cross-functional teams at the customer and within Networp, including technical and customer service, development and production team.
* Devised appropriate opportunity based strategies to close deals in the shortest possible time with a high degree of certainty

**Secure Data Group, Irvine, CA 5-2006 to 3-2008**

Senior Account Manager

*IT Consultancy Group focused on DR/BCP, Data Management and Information Security*

* Presidents Club - 2007
* Responsible for driving revenue working closely with Practice Managers for DR/BCP, Data Center and Information Security with a focus on Cxx level and the “Business of IT”
* Mentored Junior Sales Representatives
* Created and sustained key vendor relationships – Cisco, EMC

**VL Systems, Inc., Irvine, CA 1-2003 to 4-2006**

Senior Account Manager

*IT Solution provider servicing the Southern California area*

* Responsibilities included identifying, forecasting and attaining sales revenue objectives set forth by management.
* Prospecting, qualifying and closing sales as well as coordinating all required resources to respond to complex IT requirements and sales situations.
* Provided effective management of accounts and accurate reporting of sales forecasts and opportunity status.

**Education**

B.S. Social Science, 1979

California State University, Chico

Minor, Business Administration, 1979

California State University, Chico

**Information Technology Knowledge**

**Information Security**

Managed Security Services, Governance, Risk and Compliance, PCI Compliance, Data Security and Privacy, Application Security, Network Security, Incident Management, Digital Forensics, Mobile Security, Securing Hybrid Data Center Infrastructure, NGFW Layers 4-7, Secure Connectivity, Identity Access Management, Data Loss Prevention (DLP), Database Security, SIEM Event Correlation, Advanced Persistent Threats (APT), Endpoint Security

**Data Management**

Data Repositories & Storage Management, Backup and Recovery, Compliance, Content Management, Information Lifecycle Management, Tiered Storage Architectures, Cloud Computing, Collaborative Technologies, IP Telephony, Unified Communications, WAN optimization

**Disaster Recovery/Business Continuity**

Data Replication Local, Remote & Cloud, High Availability, Monitoring & Verification, Compliance Readiness, Failure Analysis, End to End BC/DR, Revenue Protection