**William R. Black**

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**SR. ACCOUNT EXECUTIVE**

**Professional Summary**

* 20+ years of successful experience in Enterprise/Select account sales, inside sales, and client service of high tech product and service solutions.
* A desire to learn, a passion to succeed, strong dedication, a positive attitude, and a proven performance record.
* Proven ability to develop new territories / accounts and generate large and complex technical/high-tech deals to national and multi-national companies.
* Strong consultative selling, solutions selling and strategic business skills with an outstanding ability to interact and work effectively with decision makers.
* Successful at selling large, complex six and seven figure *Data and Voice Network* deals to national and multi-national enterprise accounts.
* Sales background includes select/enterprise account prospecting and territory development, channel sales, lead generation, cold call prospecting, qualifying, closing and team selling.

**Work Experience**

# En Pointe Technology Sales, Inc. 2015 – Present

# Field Sales

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* Sell complex Data Center, LAN/WAN, Health Check/Network Assessments, DMVPN/Security, Unified Communications, Contract Service Management, Managed Services, and Professional Services solutions to Select and Enterprise accounts.
* Manage a territory consisting of Enterprise/Select Business accounts, working in conjunction with channel partners from Microsoft, HPE/HPI, Cisco, NetApp, EMC, VMware, Citrix, etc.
* Prospecting via book of business and cold calling to develop accounts / create new business opportunities.
* Focus on building relationships within target accounts by getting deeper and wider within the organizations.
* Develop advanced technical solutions by coordinating SA, SE, ISR, PM, and admin.
* Microsoft Azure/O365/EA/Services - SI/LSP

# Sentinel Technologies, Inc.; Downers Grove, IL 2011 – 2015

# Sr. Sales. Executive

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* Sell complex Data Center, LAN/WAN, Health Check/Network Assessments, DMVPN/Security, Unified Communications, Contract Service Management, Managed Services, and Professional Services solutions to Select and Enterprise accounts.
* Manage a territory consisting of Enterprise/Select Business accounts, working in conjunction with channel partners from Cisco, NetApp, EMC, VMware, Citrix, etc.
* Prospecting via book of business and cold calling to develop accounts / create new business opportunities.
* Focus on building relationships within target accounts by getting deeper and wider within the organizations.
* Develop advanced technical solutions by coordinating SA, SE, ISR, PM, and admin.

**Achievements/Awards**

* Achieved Club Trip award for each year from 2012 – 2015.
* Developed a business consulting practice to bring business value for above solutions.
* Currently #3 in the company with over 120% of quota for the year complete.

# DPSciences; Chicago, IL 2004 – 2011

# Sr. Account Executive

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* Sold complex LAN/WAN, VPN/Security, Unified Communications, Video Conferencing, Contract Service Management, Managed Services, Carrier solutions from AT&T/Verizon/Qwest, and Professional Services solutions to medium and large accounts.
* Manage a territory consisting of Enterprise/Select Business accounts, working in conjunction with channel partners.
* Prospecting via cold calling to develop accounts / create new business opportunities.
* Focus on building relationships within target accounts by getting wider within the organizations.
* Develop advanced technical solutions by coordinating engineering and back office resources.

**Achievements/Awards**

* Achieved quota attainment awards for each year from 2005 – 2009
* Most improved award in 2006
* AT&T Run Thru the Warehouse National Award for Top 3 performers

# Data Comm Networking, Inc.; Burr Ridge, IL 2000 – 2004

# Sr. Account Manager

* Increased company revenue stream through strategic partnerships.
* Frontrunner in selling the latest technologies including VoIP
* Go to person for new vendor relations
* Sold comprehensive voice and data communications from Cisco, Avaya, Nortel, Alcatel, Adtran, Nextel, SBC, AT&T, etc…
* Created corporate ROI procedure for IPT solutions

**Achievements/Awards**

* Single largest hardware/services sale in company history of $2.3mil
* Largest Cisco IPT install in IL – 900 handsets – in 2001
* Highest GP for single sale – over $500,000
* Highest GP for one year
* Awarded most improved sales in first 180 days.
* Received numerous letters of thanks and recognition from customers for outstanding service.

# JJC Group, Inc.; Romeoville, IL 1998 - 2000

**Account Executive**

* Developed new territory.
* Researched and sold top LAN/WAN/SAN for SMB market.
* Provided pre-sales, proposals, presentations, implementation, and post sales support.
* Performed all purchasing responsibilities.

**Achievements/Awards**

* Sold over $250k in first 6 months.
* Closed single largest deal, over $100k, in company history.

**Education/Sales Training**

* **LaSalle University** 
  + **B.S. Business Management**
  + **Marketing Minor**
* Training - Let’s get Real or Let’s not Play, Cisco’s ASPIRE , VMWare, EMC, NetApp, Cisco, etc.
* Favorite Books – Getting Naked, Man’s Search for Meaning, Negotiate This, The 3 signs of a miserable job, and The Bible.
* Certifications – too numerous to list all – Cisco Sales Expert, Cisco UC Sales Expert, RSA, VMWare, Trend Micro, EMC, others…