**JEFFREY E. BRUNO**

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**SALES PROFESSIONAL**

Professional account executive with over thirty years of experience selling IT solutions to C level executives of Fortune 1000 companies. A skilled relationship builder of C Level Fortune 1000 Executives adept at identifying needs of customers, marketing and closing sales of comprehensive IT solutions to help solve challenges and drive aspirations.

**PROFESSIONAL EXPERIENCE**

**Highstreet IT Solutions**

***Senior Account Manager*** *May 2016 – Present*

* Develop and expand infrastructure solutions market for New York Tri-State region. Solutions include; storage, WAN optimization, wireless, NOC, security and managed and professional services.
* Notable sales include; 225k tablet rollout – stock, stage, and image. 155K-Riverbed rollout – installation and training and 100k Pure Storage solution.

**Hutchinson Network**

***Account Executive*** *May 2015 – April 2016*

* Developed and expanded New York Tri-State region for multiple solutions including; security and network assessments, mobility, wireless, servers, storage, network infrastructure, NOC, managed services and cyber security.
* Notable sales include; 275k notebook, 225k-tablet rollout – stock, stage and image, 150k Cisco switches, router, APs and professional services.

**Net@Work**

***Senior Account Manager*** *September 2013 – April 2015*

* Managed house accounts focusing on security and network assessments, mobility, wireless and managed services.
* Met 110% of company goal averaging 75k in gross profits per month.
* Notable sales include; 700k Citrix netscaler and professional services, 530k Cisco switches, APs, Sonic Wall and VMware, 175k Cisco switches and professional services, 150k Dell Secureworks solution.

**Technology Integration Group**

***Senior Account Executive*** *December 2010 – August 2013*

* Maintained and expanded Fortune 1000 client book for NY Tri-State region for multiple solutions including; unified communications, virtualization, servers, storage, network infrastructure, security and wireless.
* Notable sales include; 1.25m PC and 175k-tablet rollout – stock, stage, and image, 150k Cisco switches, routers, APs and professional services.

**Presidio Networked Solutions**

***Account Manager*** *October 2008 – November 2010*

* Managed Fairfield county Connecticut market for the sales of remote systems monitoring, unified communications, data center solutions, storage and network infrastructure. Primary sales focus was with Cisco, EMC, VMware and HP.
* Notable sales include; 375k VBlock and professional services, 350k 25 HP servers and professional services. 150k Cisco switches, routers, Aps and professional services.

**MTM Technologies**

***Account Executive*** *April 1993 – September 2008*

* Specialized in the sale of IT solutions to Fortune 1000 accounts in the New York Tri-State region. Solutions include; PC’s laptops, printers, servers, HP and EMC SAN, Citrix, Cisco, Symantec, RSA VMware, Staffing and managed services.
* Ranked number 1 Account Executive for 12 years and sold 275M in revenue and 28M gross profit over 15 year tenure.
* **Verizon Wireless Account Achievements**
* Negotiated long-term hardware and peripheral contract.
* Negotiated long term Tier II support contract.
* Project managed rollout of 200 kiosks for Radio Shack.
* Managed ten consultants for desktop and retail store support.
* **Wyeth Account Achievements**
* Negotiated long-term hardware and peripheral contract
* Negotiated long-term professional services contract.
* Project managed rollout of 5M Cisco switches over an 18 month period.
* Managed twenty consultants for desktop, OS, server and Cisco support.
* **Purdue Pharmaceutical Account Achievements**
* Negotiated long-term hardware, software, peripheral contract, and professional services contract.
* Assisted in project managing relocation program of 1000 employees.
* Managed ten consultants for desktop, executive and remote support.

**EDUCATION**

**University of Connecticut, Storrs, CT**

* Bachelor of Science, Business Administration, May 1979
* Computer Programing, Business Law and Economics
* Member of Finance and Marketing clubs
* Intramural sports captain, social chairman and dorm steward