**John O’Neill**

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Dynamic sales leader, with 18+ years of proven success building and developing high performance teams, who consistently deliver business value for customers in the IT solutions and services industry. Throughout my leadership career, I have managed field sales, inside sales, technical resources and managers. I have a solid track record of developing customer, partner, and coworker relationships, and feel that I have the skill-set to drive change and achieve company goals.

**Specialties**

* Professional Services
* Strategic Planning
* Partner Management
* Business Development
* Developing a Pipeline of Sales Leaders

**Softchoice Corporation**

***Director of Sales, Midwest*** (October 2014 – Current)

In my current role, I am responsible for leading a group of Account Executives in Chicago, Milwaukee, and the Indianapolis Branch Office. This team focuses on professional services, cloud, software and hardware solutions.

* Transforming the team from a software focus to a professional services, cloud, data center and software focus
* Grew the Cisco business 351%
* Managing 11 Account Executives across 3 Branch Offices
* Closed the largest Softchoice managed services deal in 2014
* Collaborated in the hiring of my professional services manager and his staff of technical architects

**CDW Corporation**

***Field Solution Manager – IBM Practice***  (April 2011 – October 2014)

In this role, I was responsible for managing a field sales team that sells IBM hardware, software and services. The Field Solution Executive (FSE), is a group of IBM only client executives who sell IBM mainframe, system i, system p, storage, converged infrastructure, software and services. The team was based in Appleton, WI, Cleveland, OH, Cincinnati, OH, Washington, DC, Dallas, TX, Tampa, FL, Chicago, IL and had responsibilities to sell across the entire United States. My responsibilities also included leading a manager and 8 Field Solution Architects.

* Built new salescompensation plans that resulted in an additional $2 million in gross profit
* Developed a vision and a strategy to create IBM VAR's in 4 new markets
* Increased revenue $6 million and profit $1.5 million within the first 8 months
* Hired IBM only field sellers and technical resources in the new markets
* Collaborated with my peers in the system x and software team to repurpose their resources to support the new VAR model
* Leveraged the CDW model, to find new IBM customers and expand our footprint into new product categories.
* Diversified the IBM Power server business from 2 clients making up 64% of the revenue, and expanded into new markets.
* Sold $15 million to new power customers and raised margins from 10% to 14%
* Built additional annuity streams with the new power customers

***District Sales Manager – Houston, TX*** (April 2006 – April 2011)

Responsibilities include hiring and managing a team of 20 + account managers to grow hardware, software and services for commercial customers in Houston, TX.

* Exceeded plan and grew sales in Houston, LA, MS and AR from $129M to $165M over 2 years
* Grew the number of $1 million spending customers in Houston, LA, MS & AR from 5 to 29 over 2 years
* Developed and managed a strategy to split off LA, MS & AR, and to add OK, for a new sales territory
* Transitioned 9 account managers to the new district and moved over $100 million in business
* Maintained coworker count, and grew sales in Houston, TX from $72M to $118M over 3 years.
* Developed, managed, and led a strategy to move over 3700 accounts to the proper sales district in an effort to change the sales trend.
* Developed key vendor partnerships with EMC, Cisco, HP and Microsoft
* Built a pipeline of future leaders while developing, hiring and retaining my staff

***Sales Manager - Corporate Sales*** (June 2000- March 2006)

Responsibilities include hiring and managing a team of account managers to provide computer hardware software and services solutions for Fortune 5000-sized accounts. The focus is on account acquisition, increasing product categories, growing profitable revenue within existing accounts, along with order and account management. Each team’s annual revenue has ranged from $70M to $165M.

* Developed a new business opportunity with 3Com to develop their VOIP solution that resulted in $1.4 million in new server sales
* Organized and led meetings of my sales peers across the medium/large segment to develop strategies, share best practices and success stories to effectively coach account managers
* Led 2 sales teams to a top 5 finish in the company initiative, Target Accounts.

***Senior Corporate Account Manager*** (July 1997-May 2000)

Built a customer base through proactive cold calling that resulted in over $7 million in annual revenue.

* Penetrated key prospective accounts and performed consultative selling activities to increase revenue in all product categories.
* Managed a portfolio of 250 accounts and produced revenues exceeding $7 million annually.
* Consistently achieved or exceeded monthly revenue and profit goals.
* Reached $100K in profit on 3 occasions and 6 months over $1M in revenue
* Appointed by sales manager to share best practices and mentor new account managers.

**Activities**

* Youth Soccer Coach
* Task Force Team Lead
* Professional Development Committee
* Declining Accounts Team Lead

**Recognition**

* Cisco Houston Commercial Partner of the year FY09
* President’s Achievement of Excellence– 2005, 2007
* Achieved over $100K in Profit in November 1999, March 2000 and May 2006
* Achieved over $1M in Revenue in September 1999, November 1999, and January 2000, February 2000, March 2000 and May 2000.
* Team MVP in February 2000.

**Education**

Bachelor of Science (1997)

Psychology

Eastern Illinois University