

Summary: Highly motivated and successful Enterprise Sales Director with track record of over achievement in revenue goals to Private and Public sectors, identifying, qualifying and closing new opportunities. Large network of established C-Level relationships. Principal liaison/point of contact with clients. Self-starter, take on and complete innovative, challenging assignments directly impacting business operations and customer missions. Consultative selling - Challenge clients to consider new perspectives. Think and plan strategically, and execute tactically. Maintain high-level of customer loyalty and build trust. High action-oriented – work with a sense of urgency. Have sold into Healthcare for over 15 years.

Specialties: Enterprise Solutions; API Mgmt & Security; Cyber; Cloud; XaaS; ERP; BI; eCommerce; Consulting Services

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|---------------------------------------|-----------------------------------------|---------------------------------------|
| ✓ Hunter Driven Passionate | ✓ Self-starter Entrepreneurial Spirit | ✓ Deliver ROI/ Value Prop to C-Levels |
| ✓ Focus on generating new business | ✓ Consistent quota overachiever | ✓ Client Advocate. Trusted Advisor |
| ✓ Identify / Drive / Close MM \$ opps | ✓ Collaborative and Team Player | ✓ Work cross-functionally |

EXPERIENCE & NOTABLE CONTRIBUTIONS

CONTRACTOR

INDEPENDENT • Alexandria, VA • 2015 - Present

- Entrepreneurial results oriented professional specializing in account strategy, Sales and BD to Private/Public sectors, Healthcare, and technology companies. High energy; strong work ethic; self-motivated, and passionate.

CONSULTING SERVICES SALES DIRECTOR

ORACLE • Reston, VA • 2013 – 2015

- Consulting Services sales across all Oracle platforms to DoD clients, leveraging Systems Integrators and Partners.
- Principal liaison to senior executives mapping their technology requirements to company capabilities/services.
- Identify/qualify opportunities, develop, drive, and manage account strategy; cross-functional collaboration within matrix organization; engage with Partner accounts. Build pipeline to over \$500M. Used CRM software.
- Some major opps won/pursued: DHMSM; DLA BSM; DTMO; A2R; P2P; DISA; JETS; DSS NISS; DHITS GEN1; eTWD.
- \$6M DLA BSM-E services revenue win providing operational support for a worldwide Enterprise Fuel Management solution, managing daily fuel operations in direct support of the warfighter.
- \$4.3B Defense Health DHMSM program, partnered with the Leidos / Accenture / Cerner team.
- 120% of quota. DTMO Cloud professional services revenue win moving DTMO from DISA Cloud to Oracle Cloud.

BUSINESS DEVELOPMENT

RIVIDUUM, INC • Manassas, VA • 2012 – 2013

- Recruited to SDVOSB start-up by the CEO whom I had worked with when he worked at Army CIO/G6 in Sr position.
- Cyber Security; Cloud; Software as a Service; Biometrics; Data Warehouse; EA development; IT Services.
- Led account strategy, client relationship management, sales; Partner management and contract negotiations.
- Within 6 months I identified, pursued & closed \$5M at DISA for T&E solution teamed with Partners. 200% quota.
- Company lost 2 Government contracts due to decreased Government funding – then downsized to only 3 people.

SALES DIRECTOR, HEALTHCARE

LAYER 7 TECHNOLOGIES • McLean, VA • 2011 – 2012

- Start-up. I built this new Healthcare vertical at Layer 7 – with wins in VA; MHS, HHS; working with SIs & Partners.
- API Mgmt & Security solution. Responsible for account mgmt, sales, and relationship management. Working collaboratively across functional areas to execute account strategies leveraging the company's rich capabilities.
- Collaborate with executives and engineering clients to understand technical business requirements; influenced customer requirements, budget decisions, and technical plans for both current and future opportunities. Developed and delivered winning value propositions/ROI and contract bid strategies. Used Salesforce.com.
- Won \$81M VA/MHS T4 SOA/ESB RTEP teamed with Harris. \$5M incremental revenue, leading to over \$25M. Layer 7 SecureSpan SOA Gtwy to integrate across SOA, API & Cloud – powerful solution to modernize legacy apps.
- VA SOA ESB win deployment sites included: Hampton VA Medical Center (VAMC), South Texas Veterans Health Care System, and over 300 VA virtual licenses on the VA network. As well as DISA Montgomery and San Antonio.

EXPERIENCE & NOTABLE CONTRIBUTIONS - CONTINUED

SALES/BD ACCOUNT EXECUTIVE **CONTRACTOR – ITKO, RIVIDIUM, PARABON • Alexandria, VA • 2006 – 2011**

- Sr Account Executive – produced new revenue for leading edge technology companies: iTKO, RiVidium, Parabon.
- Focused on Enterprise Software/IT Service solutions; Cloud; Cyber; DW; Software as a Service; Grid Computing.
- Responsible for 200% new business growth for SW COTS vendor. Developed account strategies & business plans.
- Time Warner; UBS; Moody's; CME Group; Orbitz; HHS; VA; NASA; DoD, DISA; BTA; Army – CIO/G6, ASC, AMC.

BUSINESS DEVELOPMENT DIRECTOR **CONQUEST SYSTEMS, INC. • Washington, DC • 2004 – 2006**

- Recruited to this 8(a) technology company by the VP of BD whom I had previously worked with. CMMI Level 2.
- Led BD activity for Enterprise Business Intelligence software & service solutions leveraging Channel Partners.
- Expanding and growing business base by developing new customer relationships. Proactively building pipeline.
- Won new business in CSC; Arlington County; USPS; FAA; Labor; Navy; Army. 60% increase in new client revenue.

DIRECTOR OF SALES & BUSINESS DEVELOPMENT **GREENSUITE, LLC • Alexandria, VA • 1999 – 2004**

- Start-up technology company. Consultative sales Enterprise Environmental Health & Safety (EH&S) software, with services integration into client's ERP system. Effectively identified, cultivated, and managed strategic business relationships with Oracle, SAP, and PeopleSoft. Increased revenue by 150%.
- Partnered with SI's. Focused on Healthcare & Utility. Wins - Coors; Monsanto; Air Force – McClellan & Vandenberg.

ENTERPRISE ACCOUNT MANAGER, MID-ATLANTIC REGION **COMMERCE ONE • McLean, VA • 1997 – 1999**

- Recruited to start-up venture to build Mid-Atlantic selling Enterprise eCommerce SW and professional services.
- 110% of revenue goal. Sales wins included: Fannie Mae; BG&E; Reynolds Metals; Philip Morris; FDIC; NIH.

ENTERPRISE ACCOUNT MANAGER **AMDAHL CORPORATION • Bethesda, MD • 1994 – 1997**

- Start-up open systems sales division within Amdahl reselling Oracle DW, SUN, Cray, and Professional Services.
- Focus on strategic accounts, working with SIs & Channel Partners within Healthcare, Utility & Financial verticals.
- Responsibilities include develop / maintain customer intimacy; qualifying; positioning; solutions development; storyboarding; development of wins themes and discriminators; team building; supporting proposal responses.
- Led pursuit teams in developing winning proposals & Value Props, including analyzing business drivers and risks.
- Proven track record of selling and managing large-scale enterprise opportunities. Used Deltek/GovWin.
- Grew revenue over 250%. Win highlight – \$19M HHS/CMS MTS for integrated Medicare claims processing DW.
- Worked on multiple million-dollar programs. Freddie Mac; Fannie Mae; Dominion; Merrill Lynch; Sallie Mae; USF&G; AT&T; HHS; CMS; FAA; Treasury; USPS; Justice; DHS; Army; Walter Reed; Navy.

Education / Training:

- Marketing (on-going)
- Complex Selling | Strategic Selling
- Consultative Services Courses
- IT Solutions courses – Amdahl and Commerce One
- ERP course – Oracle / Amdahl
- Various Software and Hardware training courses
- IT Professional Services courses
- Federal Contracting and Procurement seminars

Top Secret Security Clearance (currently inactive – able to be reinstated)

Member of: WIT / WIN / HIMSS / HIMSS NCA Chapter / AFCEA / AFCEA NOVA / ITEA