**KEVIN FITZPATRICK**

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**STRATEGIC ENTERPRISE SALES LEADER**

A trusted partner and advisor to C-suite leaders who has strategized and executed enterprise wide business solutions, in a highly competitive market, that delivered top and bottom line incremental improvements and exceeded customer expectations.

* Proven strategic thinker and planner who has facilitated and partnered across multiple lines of business and cross functional teams.
* Analyzed complex business problems and quickly developed implementable and executable plans of action for results.
* Unique ability to create competitive differentiation and establish consistent and repeatable business value.
* A driven leader with impressive track record of sales achievement in new business development and highly competitive opportunities; exceeded sales objectives for 20 years consistently.
* Creative and innovative; intuitive ability to listen, understand, and resolve complex customer issues.
* Key technologies include: Continuous Monitoring Cyber Security, IT Risk Management, Business Intelligence, Big Data, Analytics, Splunk, Integration, Telecommunications, SAS, Cloud, Social Media, Professional Services, I.B.M Open Source, Spark, Watson, Softlayer, Hortonworks, ISAAS, PAAS, SAAS, Oracle, Salesforce, CRM, Association Management Systems.

**PROFESSIONAL ACCOMPLISHMENTS**

* Aggressively jumped into saving a major customer account, by winning back the account through diligent listening to key customers, significantly improving performance outcomes, gaining trust back with senior stakeholders and decision makers; won two enterprise business contracts of over $1m each with one of the largest business concerns in the world.
* For a major government agency, analyzed operations, proposed and installed Business Intelligence suite of applications which improved overall operations and information flow effectiveness; won a $1.3M contract.
* Displaced competition as enterprise standard in multiple major accounts; established solution as enterprise standard in several major accounts.
* Won largest eGov program with 2.8 million users.
* Multiple wins exceeding $1M including a $20M contract.
* Exceeded quota 19 out of 23 years; #1 sales representative for 5 years; 200% average.
* Hired by same management team at four companies
* Sales Awards include:
  + Top sales Honor for year, quarter, or contest
  + Largest Contract Award
  + Presidents Club winner

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* + Rookie of the Year
* Moved region from last to top region as Regional Sales Manager; increased revenue 8X.

**PROFESSIONAL EXPERIENCE**

Intel Decisions, Annapolis, MD 2014-Present

Vice President, Sales

Software AG, Reston, VA 2012-2014

Regional Sales Manager

MKS Innovation, Annapolis, MD 2009-2012

Vice President, Sales & Marketing

Business Objects/SAP VA 2002-2008

Major Account Manager

IBM, i2 Technologies, PTC Pre 2002

**EDUCATION**

* BS., Marketing, Michigan State University, East Lansing, MI

**AFFILIATIONS**

* Chief Strategist and Speech Writer, Dean Johnson, Mayoral Campaign
* Team Lead, Transition Team, City of Annapolis, MD
* Boys and Girls Club, Mentor
* Coach, Annapolis Youth Soccer