

## NEW BUSINESS DEVELOPMENT & STRATEGIC ACCOUNT MANAGEMENT

*Transformational sales leader who drives seemingly impossible initiatives that deliver significant growth.*

- Orchestrates **strategic multimillion-dollar deals** with high-profile, industry-leading companies.
- Achieves success and long-term benefits through **consultative selling**. Track record of removing insurmountable internal obstacles and barriers for customers.
- Highly skilled at collaborating with executives to comprehend and translate **vision into action**.
- Thrives on **complex challenges** that require deep technical insight and aptitude to resolve.
- Leads boldly and exceeds goals through design and execution of **innovative selling techniques**.

### Signature Strengths

New Account Capture ♦ Strategic Sales Planning & Execution ♦ Customer Relationship Management  
Consultative & Solution Selling ♦ Sales Team Building & Leadership ♦ Key Account Management  
C-Level Business Development, Presentations, Negotiations & Sales Closing

### Professional Experience

Sprint Link, Columbus, OH

*Global leader in cloud infrastructure and hosted IT solutions for business.*

#### **Senior Account Director – Cloud, Hosting, and IT Services Sales** (2013 to present)

Challenged to lead growth engine for company with declining revenue. Built start-up sales organization and drove revenue for new division responsible for sale and delivery of highly complex IT solutions. Equipped team with training and strategies to overcome tough organizational limitations and restrictions.

- **Led design and development of advanced IT outsourcing solutions** to jump-start growth in target regions, capturing new business in OH, MI, IL, and Canada.
- **Rapidly achieved impressive results**, exceeding annual sales quotas:

	2015	2016	2017
Revenue Quota	\$7.5M	\$9M	\$10.5M
<b>Performance to Plan</b>	<b>178%</b>	<b>100%</b>	<b>207%</b>
Results	\$13.4M	\$9M	\$21.7M

**Received Circle of Excellence Award** (2018) for outstanding contributions to company success.

SA Technologies, Columbus, OH

*A Broadcom company, delivering category-leading semiconductor and infrastructure software solutions.*

#### **Account Manager – Enterprise New** (2013) ♦ **Sales Executive – Service Assurance** (2012 to 2013)

Challenged to restore company brand image, repair damaged relationships, and drive growth with \$2B+ companies across Ohio. Demonstrated high-level of integrity and follow-through with customers, quickly gaining credibility. Communicated vision and capabilities of complex software solutions to executives.

- **Applied innovative prospecting techniques and tactics** that led to new business opportunities.
- **Shifted negative perception of company** through total commitment to strengthening business relationships, establishing trust, and refining sales approach to fit customer needs.
- Secured largest single net new license revenue deal in region, **Top 5 deal** for region in 2012.

ISOFix Solutions, Cleveland, OH

*Computer software company specializing in rapid customer problem identification and resolution.*

**National Sales Manager** (2009 to 2012)

Hired to create go-to-market strategy and transform sales process for technology-focused organization struggling to gain market traction. Shifted sales focus from mid-level technical managers to executives, dramatically increasing product value and price. Spearheaded development of tracking and reporting features that provided business leaders with greater insight into organizational performance.

- **Delivered record-setting revenue growth of 200% within 5 months** through sale of large bundled solutions consisting of software and professional services.
- **Orchestrated company's largest software license and professional services deal with IBM**, realizing 310% ROI in 6 months. Recipient of IBM Netezza Most-Valued Partner Award.

BID Worldwide, Cleveland, OH

*Industry-leader in global employee recognition and sales channel solutions.*

**Account Executive** (2007 to 2009)

Captured new business through innovative, strategic selling techniques to sales and HR professionals. Fostered strong relationships with manufacturing, financial services, and medical technology companies.

- **Achieved 110% revenue growth over 2 years** in a downward-trending economic cycle.
- **Developed unique account penetration methodologies** that built trust and credibility and increased repeat sales. Methods recognized by senior leadership team as corporate best practices.

Verizon, Cleveland & Columbus, OH

*World's largest telecommunications company.*

**Account Executive – Premier Client Group** (2004 to 2007)

Drove revenue growth through the sale of telecommunications and networking products to high-profile clients across Ohio. Challenged to quickly deepen technical product knowledge and lead cross-functional teams through influence and collaboration.

- **Added \$9M revenue in 3 years** through strategic planning and leveraging of large, matrixed teams.
  - **Designed and executed \$3M deal** with prestigious financial services company.
  - **Secured \$4M new business** with leading welding manufacturer, Top 25 sale for 2005.

**Integrated Solutions Executive – Global Market** (2003 to 2004)

Collaborated with account manager to drive new business across 5 high-profile global accounts.

- **Generated \$2M revenue** through sale of first global segment advanced optical network to Fortune 100 insurance provider, strategically positioning company as preferred IT partner.

**PRIOR VERIZON EXPERIENCE** (1998 to 2003): Rapidly promoted through Consumer Sales Specialist, Consumer Sales Manager, and Account Manager positions as a result of successful experiences built on strategic leadership, strong product knowledge, and exceptional customer service skills.

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## Education & Technical Competencies

Master of Arts, Ohio University, Athens, OH  
Master of Arts, Xavier University, Cincinnati, OH  
Bachelor of Arts, The Ohio State University, Columbus, OH

Hybrid Cloud (AWS, Azure, GPC, OPC) ♦ IoT and Smart Solutions  
Infrastructure and Application Management ♦ IT Service and Operations Management  
Security ♦ Application Development and Testing ♦ Enterprise Software Sales