

Client Name

Address | City, State | Phone #
Email Address/LinkedIn Profile

IT SALES EXECUTIVE

Senior IT Sales Executive with 16 years' experience in Software, IT Infrastructure, SaaS & Consulting. In-depth understanding of Social Media, CRM, ERP, Financial Systems, CMS and Network as well as a documented ability to close large, complex enterprise deals in excess of \$2 Million. Proven communication and presentation skills in varying organizational environments with project management, middle management and executive management team members; recognized ability to successfully deliver comprehensive solutions to challenging business problems. Proven track record of engaging with C-Level Executives across functional areas including Marketing, Digital Strategy, IT and Finance to educate, market and ultimately sell total solution platforms. Profit-driven strategist distinguished for leadership and positive attitude. Possess expertise in implementing innovative strategies with keen ability to build business relationships.

Key areas of strength and mastery include:

- **Sales Management:** Recruited, hired and managed sales executives in several different areas; proven expertise motivating and educating junior sales executives.
- **SaaS Management:** Strong understanding and experience in presenting the value proposition for SaaS offering.
- **New Technology Management and Implementation:** Excellent understanding of technology that positively impacts organizations in cost and time savings as well as employee morale and quality of life.
- **Successful Entrepreneurial Background:** Founding Partner of a technical consulting firm that specialized in project management. Collaborated with partners to develop a business strategy that led to sales of \$1 million and the staffing of 10 total employees in the first full year of business. Orchestrated, directed and executed multiple duties including Chief Financial Officer, Human Resource Director, Sales Executive as well as a Billable Project Manager.

KEY SKILLS

Lead & Sales Generation • Negotiations • Market Research
Business Development Competitive Analysis • Competitive
Intelligence • Investor Relationships • Client Acquisition &
Retention • Social Media Implementation

TECHNICAL PROFICIENCY

Social Media / CRM
ERP / Financial Systems
CMS / Network Infrastructure

CAREER HIGHLIGHTS & MILESTONES

Established controls and methodologies that enabled sales executive to **grow sales 400%** annually.

Developed and implemented the first sales methodology for this \$14M company utilizing the Solution Selling principals.

Managed, mentored and directed Junior Sales Executive

Direct and manage a team of seasoned sales professionals to **drive both Net New and Expansion business to five of Oracle's largest Fortune 500 telecom clients** in the United States.
Ended fiscal year at 170% of quota!

PROFESSIONAL EXPERIENCE

ORACLE, INC

2013-Present

Customer Experience Sales Manager-Strategic Enterprise Accounts

Sale of a suite of cloud and on-premise customer experience (CX) solutions for Strategic Communications Companies in the U.S. Created, developed and tested in territory marketing strategy.

- Manage a team of Co-Prime Solution Specific Sales professionals
- Secure resources required to assist in the successful pursuit, proposal and negotiation of all opportunities
- Engage in C-Level Executives meetings at prospect & existing client organizations to drive net new business and maintain exemplary client relations

THE BOTTOM LINE

Manage a team of seasoned sales professionals to drive both Net New and Expansion business to five of Oracle's largest Fortune 500 telecom clients in the United States

Manage and control solid pipeline in order to achieve financial budgetary goals of \$12M quota

Client Name - Page 2

JANRAIN, INC,

2012-2013

Senior Account Executive

- Directly responsible for engaging and securing meetings and with C-Level Executives at prospect & existing client organizations to drive net new business and maintain exemplary client relations
- Managed a solid pipeline in order to achieve financial budgetary goals of \$1.2M quota
- Developed and fostered relationships with 30+ partner ecosystem of integrated technology partners
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THE BOTTOM LINE

Venture Funded firm. Directed User Management Platform (JUMP) to help organizations succeed on the social web services. **Improve the effectiveness of online marketing initiatives for leading brands like Coke, Fox, Universal Music Group, Whole Foods, MTV, Purina, Avis and Dr. Pepper**

BLACKBAUD, INC

2007-2012

Senior Strategic Account Executive

- Directly responsible for engaging and securing meetings and with C-Level Executives at prospect & existing client organizations to drive net new business and maintain exemplary client relations
- Managed a solid pipeline in order to achieve financial budgetary goals of \$1.5M quota
- Created comprehensive presentations and demonstrations, outlining detailed Return on Investment and Total cost of Ownership scenarios
- Established and coordinated Scopes of Work and Formal Proposals through final Contract Negotiations

THE BOTTOM LINE

In 2008, 2009, 2010 & 2011 consecutively, awarded and retained title of top grossing Account Executive on the General Markets Sales team which consists of 200+ AE's; with sales of **\$1.55M, \$1.42M, \$1.8M & \$2.6M respectively**

ALLIN CONSULTING (Acquired by Dell)

2005-2007

Account Manager

- Originated opportunities from start to finish, including negotiating access to the power sponsor, aiding clients in defining the budget and capturing ROI data and learn of competitors
- Drafted proposal and presented to the power sponsor to close opportunities

AEC GROUP, INC

2002-2004

Business Development Manager

Hand Picked to start Microsoft Business Solutions Solomon and MSCRM practice. Within three months of initiating talks with Microsoft, attained full certification in the MS Solution Selling Methodology, MSCRM Sales and MBS Solomon. Successfully closed four deals worth over \$450K and am responsible for selling a pilot, which upon successful completion, lead to the largest MSCRM 1.0 deal (125 seats) in Mid-Atlantic Region. Played key role in starting the SAP Business One practice; fully certified on the sales of SAP Business One. 2003 quota for this new practice was \$500K; completed the year 12% over quota. Primary responsibilities included:

- Development of marketing strategy including direct/telemarketing campaigns, seminars and user groups
- Development of an effective networking program including partnership and alliance development
- Effectively managing the full sales cycle of myself and subordinates with the Sales Logix CRM tool

Previous positions held include: Sales and Operations Consultant with HNMS, Inc/Patriot Blinds., Independent Consultant with Purofirst of Three Rivers Inc., Founding Partner of Xceed Consulting, Inc., and Corporate Controller with Phoenix Solutions, Inc. /Energy Technology, Inc.

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelors of Science in Business Administration, Slippery Rock University, Slippery Rock Pennsylvania

AWARDS AND DISTINCTIONS

2011 Blackbaud General Markets Account Executive of the Year Award Winner
2008, 2009, 2010 & 2011 Blackbaud Presidents Club Award Winner
2008, 2009, 2010 & 2011 Blackbaud Arts & Cultural Account Executive of the Year