

Technical Sales Resume

Your name
Email Address

City, State
Phone number

www.linkedin.com/in/yourname

Senior Technology Sales Professional / Key Account Management / Marketing & Sales Strategy Leadership National, Global & Regional Markets / Direct & Indirect Sales Channels / High-Growth & Emerging Markets

Consultative & Technical Solution Sales ... Professional Services/Consulting ... Custom Solution Design

Accomplished technology sales and key account management professional (custom/pre-packaged software, hardware, SaaS, voice/data solutions, security, big data, storage, consulting); consistent top producer in new business acquisition and account management leading marketing, sale and implementation of technical solutions and professional services in regional, national and global direct and indirect sales channels. Exceptional analysis and IT skills with success leveraging technical, project management and strategic planning ability to develop and close business and technical solutions. Success in building sales channels and managing deployments; expansive contacts in Fortune 1000 corporations.

PROFESSIONAL EXPERIENCE:

Q-CYBER-Q SECURITY, New York, NY

Global cyber security firm delivering professional services/consulting and enterprise security solutions worldwide.

Cyber Security Sales Specialist

2008 to Present

Multifunctional sales, account manager and technical project manager role leading new business development calling on enterprise accounts in the highly-competitive New York market, while building and growing indirect sales partner ecosystem. Lead complete sales and technical solution design and implementation life cycles utilizing Salesforce, including lead generation and prospecting via cold calling and social media initiatives, proposal development, solution design and overseeing deployment. Build new relationships at the CIO/CTO and VP of security levels. Assemble and lead technical project resources: software engineers, solution architects and consultants in a team environment.

Accomplishments:

Developed and implemented new sales strategy focused on vertical account strategy and segmentation, developing proactive sales strategy, establishing target accounts, creating new marketing and sales programs and aligning inside sales and technical resources.

- Built a strong sales pipeline from zero and positioned Q-Cyber-Q for strategic wins with large, multinational corporations.
- Rejuvenated relationships with sales partner ecosystem and leveraged indirect channel to penetrate new, high-profile opportunities. Design and execute sales training programs, marketing initiatives, incentives and target account plans. Conduct direct sales, business case development and price negotiations.

MAJOR TELECOMM, New York, NY

Leading global provider of advanced IP, data, voice and wireless solutions.

Business Sales Consultant/IPT Specialist

2005 to 2008

Accountable for new business development and existing account management targeting CIO level contacts across all verticals to penetrate, design, close and implement VOIP and telecommunication technical solutions, including Nortel and Cisco Call Management solutions. Successfully managed full sales and project implementation cycles (eight month+) across numerous business units from concept to

post implementation; assembled and oversaw SMEs to develop, test, launch and support new solutions. Partnered with business units and executive teams to gather business requirements, translate technology-business needs and create project plans, methodologies, budgets, business cases, timelines and goals.

Accomplishments:

- Penetrated XYZ Company and closed a \$12.5 million switch system with \$140,000 in SIP Trunking monthly recurring revenue and \$500,000 a month MPLS network.
- Achieved top sales producer ranking in first year in position.
- Sourced, penetrated, presented, negotiated deals and led network assessment projects, as well as hosted VOIP and hardware (routers, switches) solutions to various verticals.
- Key accounts: A Company, B Company, C Company and D Company.

MAJOR SOFTWARE DEVELOPER, New York, NY

Software developer of digital call recording solutions (Digital Voice Recorder); software developed in Service Oriented Architecture targeting CRM integration, as well as municipal and state government (i.e., emergency response).

Director of Sales, National Accounts

2000-2005

Business development responsibility for marketing MSD's value proposition to CTOs, VPs of IT, directors of call center and city managers nationally. Recruited, hired, trained and developed a national sales force of five; personally managed all premiere account sales and management. Presented and closed product and consulting offerings to address quality assurance, client relations, security and employee evaluations. Structured sales plans to penetrate target accounts. Partnered with and oversaw internal technical resources to manage sales cycles from six to 12 months. Directed all areas of sales and technical installation, profit margin, solution design and post implementation support. Accountable for new business development and project oversight in the sale and management of custom and pre-packaged solutions.

Accomplishments:

- Charged with leading reorganization and rebuilding of sales team to increase national penetration of software application: turned bottom performers, recruited top IT sales talent and launched new national sales, marketing and product data tools and communications:
- Increased new business sales from \$400,000 in 2000 to \$2 million in new business in 2005.
- Increased total volume from \$2 million in 2000 to more than \$4 million in 2005.
- Created and leveraged indirect sales channel (ABC and DEF Company) to drive new business acquisition and national branding.
- Established and managed ABC Co.'s business partner relationship; leveraged national strategic alliance to penetrate top accounts and orchestrate value-added sales presentations.

EDUCATION:

UNIVERSITY OF MICHIGAN, Ann Arbor, Michigan
Bachelor of Business Administration, Accounting & Finance

ADDITIONAL:

Certifications: VMWare Certified Sales Consultant ... CompTIA Certification.

Technical: Proficient in Microsoft Office Suite, as well as ACT and Salesforce.

Training: Completed numerous professional development courses in sales, leadership and business development, including Miller Heiman Strategic Selling & Conceptual Selling, SPIN Selling, Strategic Account Planning, Cisco/Nortel Certification Programs and SBC Premier Server Training I-IV.