

Seeking Senior Sales territory development or strategic account management position.**SUMMARY**

These challenging times require a different sales skill set - more leadership, more resourcefulness and more creativity – I have those vital skills.

I have a track record of success and can quantify and qualify those accomplishments. I broke sales records for new accounts, order size, and yearly sales volume at numerous positions. I am an ambitious software solution sales executive with top industry contacts. I consistently achieve 120% - 250% of quota. Responsible for software sales to Fortune 500, as well as, mid-market accounts in: Financial Services, Utilities, Manufacturing, CPG/Retail and Life Sciences.

PROFESSIONAL EXPERIENCE

COSMOCOM, Melville, New York

July 2007 –
October 2008**Regional Sales Manager**

IP Based hosted solutions to Fortune 500 Midwest corporations and contact centers. Multi state territory consisting primarily of banking, insurance, manufacturing, healthcare, and services organizations. Zero installed base. No references.

- Built \$13mm pipeline in 9 months. Closed \$639,000 at regional mid size businesses 60% first year quota.
- Current POC and Pilots with \$15mm opportunities: NCR, Progressive Insurance.
- Insurance, Retail/CPG, Manufacturing, Pharmaceutical, Healthcare.
- Partnered with BT to present hosted and or managed solutions.
- Consistently selling against Cisco, Avaya, Nortel, Aspect.

BUSINESS OBJECTS Div. SAP, San Jose, California

May 2006-
July 2007**National Account Executive**

Solution selling enterprise business intelligence platform.

- *\$980,000 2006 sales 90% of quota*
- *Retail CPG named accounts including; Sears, PepsiCo, Sam's Club/Walmart, Walgreens, Meijer, Kraft, Whirlpool ACE, True Value, Kohls, Best Buy and McDonalds to name a few.*
- *Turned around relationships at 3 major accounts. Was asked to be turnaround champion for Most Strategic Accounts.*

INFORMATICA, Redwood Shores, California

February 2005-
May 2006**Senior Account Executive Illinois**

Solution selling enterprise data migration and integration platform.

- *Member CEO Million Dollar Club*
- *\$3,480,000 2005 sales 151% of quota*
- *Retail/CPG, telecommunications, manufacturing, utilities, healthcare, and higher education.*
- *Leveraged existing relationships and canvassed calling resulting in 8 new accounts to Informatica in 8 month*

ORACLE, INC., Chicago, Illinois

August 2002 –
January 2005**Global Strategic Accounts**

Positioning and selling enterprise ERP, CRM, BI solutions for Oracle Global Strategic Accounts.

- Global account management orchestrated \$3,200,000 lease deal
- First 6 months identified and forecasted 18 opportunities.
- Brokerage, Insurance, and Banking
- Developed a Pipeline of \$5,650,000 in 90 days in a difficult economic climate.

SYNTELLECT INC., Phoenix, Arizona

May 1999-
August 2002

Area Sales Manager

Propose Enterprise Voice Portal solutions to Fortune 500 Midwest corporations and contact centers. Multi state territory consisting primarily of banking, insurance, retail, consumer packaged goods, manufacturing and services organizations.

- Account Executive of the year 3 years in a row
- 2002 150% of quota
- 2001 exceeded a \$2.2mm quota and generated 5 new major accounts.
- 2000 generated 7 new accounts in insurance, utility, banking, and manufacturing. Over \$4.3MM in personal sales production, more than 250% of quota. Largest yearly sales volume record in company history.

CONVERGENT TECHNOLOGIES, Naperville, Illinois

1994- May
1999

CTI Division Manager

Senior Sales for a value added reseller for Apropos, Interactive Intelligence, Activoice, AVT, and NEC.

- *Demonstrated and proposed Leading Edge High Technology Solutions utilizing Interactive Voice Response, FAQ designs, Web interactions, text to speech, and fax on demand applications.*
- *Started a CTI Division from a zero account base to 8 clients.*
- *Sales exceeded \$1.4M the first year.*

Professional Chronology

HM Electronics, 1991-1994, RF Communications, Regional Sales Director

Cinch Div TRW, 1988-1991, Telecom Electronics, Sales Manager-Central/South America, Western United States

Cabot Corporation 1981-1988, Beryllium Alloys, Territory Manager

Raines Brin Associates 1978-1981, Electronic Components, Sales Associate

EDUCATION

- DePaul University: Chicago, IL Bachelor of Science - Industrial Engineering/Marketing
- Graduated in 3 years PHI-THETA-KAPPA High Honors
- Post Graduate courses in Business Administration DePaul University

PROFESSIONAL ACTIVITIES/AFFILIATIONS

- Former Instructor - Northwestern University Business School of Continuing Studies - 5Years
- Former Member Computer Studies Advisory Board, Northwestern University
- Phi Theta Kappa- National Business Honors Fraternity
- Member: Midwest Speech Technology Association
- Member: Executive Technology Forum, Chicago, Illinois
- Inventor / Patent Holder US Patent 5,061,189

My web based multi-media profile can be found at <http://technoshift.com/wob-telling-stories.htm#MULTIMEDIARESUME> . Place your cursor on the Blue Square with white letters stating "Consistent Recording Breaking Sales Numbers." for a 3 minute review of my profile. This video resume is an indicator of how I differentiate myself with "thinking outside the box" to be successful.