



### Career Summary

Seasoned Federal and Commercial IT solutions sales professional with over 7 years of government sales experience and diverse experience in sales, marketing, and management within and across information systems, finance, and general business environments. Creative, forward thinking professional with demonstrated proficiencies in business development, opportunity identification, conducting technical and executive level presentations, developing and maintaining key relationships, and creating sales pipelines. Experience brokering agreements ranging in size from \$2K to \$850M in such agencies as Navy, Air Force, Department of Energy, Federal Aviation Administration (FAA), Commerce, Treasury, Veterans Affairs, Social Security, Missile Defense Agency (MDA), etc. Proficiency in building rapport and communicating features and benefits of branded solutions with key stakeholders and many levels of organizational leadership.

### Core Competencies

Prospecting & Lead Generation	Key Account Acquisition & Retention	Customer Relationship Management
Executive Presentation & Negotiations	Strategic Sales & Marketing Campaigns	Visibility Management
Budgeting, Forecasting, & Planning	Cross-Functional Leadership	Staff Development & Management

### Professional Experience

Account Executive  
Employer 1

City, State  
2011 – Present

Served as a Federal Account Manager for a market leader in scalable security solutions with product offerings for wide area networks, MPLS networks, Data Centers, Wireless Networks coupled with an award winning Policy and Key management system. Managed company Capture efforts, responses to RFPs and RFIs, Federal sales and business development through marketing and other lead generation activities; discovering and exploring opportunities, etc. with Civilian and DoD Agencies, Systems Integrators . Specific accomplishments and involvements include:

- Recipient of 4 Chairman's sales volume excellence awards.
- Delivered product and capability briefs to executive audiences, prospective clients, and industry partners in sales/marketing/teaming related activities.
- Managed Business Development activities, developed brand-specific solutions to deliver client value. Increased new partner relationships by 200%, Developed teaming go to market penetration strategies with partners.
- Analyzed market opportunity and developed quarterly and annual sales projections and strategies.

Sales Manager  
Employer 2

City, State  
2007 – 2011

Managed Federal Inside Sales for one of the world's largest information security companies, providing data protection, cloud security, software licensing & protection, and two-factor authentication to more than 25,000 customers across commercial enterprises and government agencies, to include the Intelligence Community, Department of Defense, and other users of sensitive information.

- Built and managed close relationships with key senior sales executives within partners to assist and navigate large enterprise accounts.
- Interfaced with key personnel in business development activities (CIO, CISO, Network Engineers & Architects, etc). Presented network security solutions to Executive level contacts within end-user and partner community.
- Identified, analyzed, and developed new business opportunities; expanded current business within multiple Operations and Program areas.
- Consistently acknowledged for superior sales performance; recognized as top producing

Manager for 3 of 4 years, with quota achievements of 92%, 97%, and 103%.

Account Manager  
Employer 3

City, State  
2005 – 2007

Managed outbound call campaigns and, inbound leads. Delivered new market penetration strategies for a venture funded encryption and IPSEC commercial network encryption developer.

- Developed new Value Added Reseller (VAR) relationships and increased market awareness through cold calling and marketing sales efforts.
- Designed solutions packages to solve business challenges and advance sales opportunities.
- Presented and articulated the differentiated value of our solutions compared to competitors in the market. Negotiated and closed Federal and Corporate sales opportunities.

Commercial Accounts Manager  
Employer 4

City, State  
2003 – 2005

Served as a Corporate Account Manager for a Search Engine Marketing firm with product offerings of Search Engine Optimization, Search Engine Marketing, Public Relations and Social marketing, Art, Copy, Design, and total online Brand/Reputation management.

- Conducted market research; Developed customer relationships and managing relationships from prospect to close.
- 100% of business closed was developed from self prospected leads and opportunities identified.
- Generated new accounts through effective Marketing Sales techniques; cold calling and additional within my assigned line of business.

Mortgage Specialist  
Employer 5

City, State  
2002 – 2003

Provided Mortgage Banking services to customers of a five site region. Developed new relationships with non-bank customers, Real Estate Agents, Attorneys, CPAs, and various corporations and professional organizations. Responsible for Quarterly Sales Planning; prospected through cold calling and marketing activities; made regular sales presentations; managed the loan process from prospecting to close.

Inside Sales Representative  
Employer 6

City, State  
2001 – 2002

Managed corporate accounts for a software company focused on IT solutions to enhance operational efficiency. Developed leads and negotiated and closed agreements for Report2Web software, a web-based content and report management solution. Experienced in marketing sales and communicating with Executives in the Health Care Vertical.

Account Executive  
Employer 7

City, State  
1997 – 2001

Served as an Account Executive marketing to State and Local Government and Fortune 1000 Accounts for an American based multinational technology company, designing and implementing sales plans, conducting in depth technology presentations to C-level Executives from private and governmental organizations, and developing sales pipelines.

Analyst  
Employer 8

City, State  
1993 – 1997

Conducted all management and oversight activities associated with ownership and operation of Retail Mortgage Brokerage Company. Realized annual sales increases in excess of 100% each subsequent year.

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## EDUCATION

Bachelor of Science, 1991  
Economics and Statistics

New York University  
New York, NY