

Summary

Highly organized Sales Executive with 15 years in inside and outside sales. Innovative and attentive to details with outstanding follow-through. Team player and motivator.

Highlights

- National Account Management
- Proven sales track record
- Sandler Selling Skills
- Trained in business development
- MS Office proficiency
- Self-sufficient
- Team building expert

Recent Accomplishments

Successfully expanded inside sales annual revenue attained in territory prior year equalling \$240,000 to more than \$900,000.

Created Green Field Account that produced in excess of \$50,000 in sales.

Experience

National Accounts Manager

February 2012 to June 2013

Oracle, Redwood Shores, California

- Database licenses and solution sales.
- Worked with a team of inside hardware, application, storage, and implementation specialists and their field counterparts.
- Focused on Geo territory and specifically-named accounts.
- Called into accounts to create new relationships and maintain on-going business with established contacts.
- Provided proposals, quotes and supporting documentation needed to help understand and secure the appropriate solutions and address their business and technical challenges.

Director of International Channels

September 2010 to September 2011

Global Rainmakers, Caguas, Puerto Rico

- Created and developed a portfolio of international channels, consisting of iris recognition integrators, to service the security industries in those territories.
- Supported the channels' sales departments by providing on-location product and sales training for the Hoyos line of iris recognition technology.

Independent Contractor

May 2008 to January 2010

Jay Bond

Ireland

- Sold and provided IT services.
- Designed and implemented Web sites.
- Developed on-line marketing and e-commerce strategies.
- Trained wide range of software including, MS Office, Sage Line50 accounting and CRM software (ACT, Goldmine, and Sage CRM).

Sales Team Manager

September 2007 to May 2008

Sage, Ireland, Dublin

- Managed a team of senior sales executives specializing in selling software upgrades and service contract renewals.
- Created sales targets monitored KPI and created incentive programs.
- Performed regular one-on-one coaching to provide immediate and quantifiable feedback.
- Guided and encouraged individuals to create and attain goals in regard to job performance.

Sales Coach/Trainer

November 2006 to September 2007

Sage, Dublin, Ireland

- Created and delivered a training program to ensure telesales force is familiar with products and sales techniques.
- Introduced and taught selling techniques that are solution and customer-centric.
- Incorporated Sandler methods and other customer transition skills.
- Observed and recorded phone calls.
- Provided one-on-one coaching sessions.
- Designed and facilitated skills drills to improve performance and motivate team.

President

June 1998 to January 2006

International Computer Consultants Inc., New York City, NY

- Staffed, created and provided training materials for onsite training and implementation of equipment and software.
- In partnership with MetTel communications, marketed and developed new customers for a full range of telecommunication solutions.
- Partnered with Muriel Siebert and Co. to develop new customers and create and deliver training for use of online services.
- Marketed and negotiated contracts with a wide range of corporate clients for projects involving training and implementation; products ranging from MS Office, SAP, Visual ELK, Lotus Notes and others.

Stock Broker

January 1995 to January 1998

Americorp Securities and Investors Associates, New York City, NY

- Created new customer accounts.
- Advised and implemented sales of stocks and mutual funds.
- Maintained communication with clientele.
- Presented fundamental and technical reasons for changing stock positions.

Implementation Consultant

January 1994 to January 1995

Young and Rubicam Severo (USAID Project), Bishkek (Frunze), Kyrgyzstan

- Developed strategy to implement systems to facilitate privatization process.
- Headed team to coordinate computer equipment acquisition and training for satellite offices throughout Kyrgyzstan.

Education**School of Visual Arts** New York City, NY

Bachelor of Fine Arts Film and Video

Awards and Certifications

1994 National Association of Securities Dealers Series 7 and 62 certified

2007 Coaching Champions, Frank Salisbury Business & Training Solutions

2010 Completed JEB IT Training Certification, Forus Training

Eagle Scout