

Client Name

Contact information

Summary of Qualifications

As an IT Sales Consultant, I design technical solutions for Fortune 100 clients in multiple industries. Adept at working with business requirements articulated by both the c-suite and end users, I align these initiatives with current IT infrastructure to produce scalable, secure and cost-effective solutions. Most recently, this has involved transitioning clients' legacy systems to managed cloud-based solutions based on SaaS and DaaS architecture. Having spent time in sales and relationship management, I believe strongly that nurturing client relationships doesn't end after the sale is made.

Career Highlights

- Generated >\$50M in revenue by designing & selling complex risk, marketing, supply & technology solutions strategic clients based on business objectives, information requirements & technology infrastructure
- Developed \$4MM integration solution for Fortune 100 global bank that included on-site matching, data warehouse & marketing
- Consulted with global logistics company to develop \$1MM mobile device management (MDM) solutions that integrated CRM, risk management & back office platforms, as well as MDM solutions for U.S. food distributor (\$500K) & cable provider (\$750K)
- Developed \$2.5MM integration solution for Fortune 100 office supply company that included CRM integration, multiple data marts, & Oracle customer data hub
- Grew client relationships among c-suite within D&B's middle market accounts in \$1.5MM portfolio, achieving 106% of goal with mix of traditional & innovative solutions to data integration, risk management & supply chain management
- Drove \$5MM per year multi-year contract for Fortune 100 logistics company by re-designing legacy data management solution to managed cloud-based real time DaaS & SaaS platform
- Established UK Solution Architecture team that increased revenue from \$500K to \$5MM in one year
- Developed \$4MM complex managed cloud based solution with DaaS & SaaS components for Fortune 50 global financial services company

Professional Experience

Company Name

2010 - current

Leader, Solution Architecture

(promoted from Enterprise Architect role)

- Lead team of Solution Architects supporting financial services, retail, transportation & manufacturing verticals, tasked with generating \$350MM in revenue
- Manage account relationships with 2 of top10 accounts
- Designed comprehensive training program & standard operating procedures for Solution Architecture team
- Developed comprehensive, module-based career development program that guides new hires to grow into management positions

Company Name 2008 - 2010
Senior Sales Engineer
• Designed & sold MDM applications, integrating solutions customized for clients' infrastructure

Company Name 1996 - 2008
Senior Sales Engineer
(promoted 3 times to positions of increased responsibility)
• Generated >\$1M revenues by designing & selling complex marketing & technology solutions for strategic clients
• Developed best practices around product & service integration within clients' infrastructure
• Designed consulting framework to map solutions through detailed requirement gathering & design sessions

Education

University of XXX
B.S. – Information Systems