

NAME  
TITLE  
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Linkedin profile

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## AREAS OF EXPERTISE

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|-------------------------------|-------------------------------|------------------------------|
| ▪ New Logo & Driving Revenue  | ▪ Data Analytics/ Forecasting | ▪ Salesforce & Hubspot       |
| ▪ Pipeline Generation         | ▪ Revenue Ops & Enablement    | ▪ Outreach & Salesloft       |
| ▪ Product Demonstrations      | ▪ Exceeding quota             | ▪ Sequence writing           |
| ▪ Expansions & Renewals       | ▪ SaaS & IT Sales             | ▪ ZoomInfo, Lusha, Apollo.io |
| ▪ Story Development & Telling | ▪ Security & Infrastructure   | ▪ Gong.io & Sales navigator  |
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## EXECUTIVE PROFILE

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- \$26.6M in career pipeline influenced - consistently exceeds quota
  - IT sales professional selling into CIO, CTO, IT Directors, IT Managers, Sr Engineers, Network Admin and Procurement- US and Canadian Territories
  - Top performing seller known for influencing, and closing complex and strategic enterprise deals, with 15 years in mid-market
  - 60-70% close rate - Track recording of closing deals, driving revenue, expanding, and renewing
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## SALES CAREER PATH

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### Enterprise Sales Development | Cato Networks

August 2022 – March 2023 (reduction)

*Computer and Network and Security Platform- Startup*

- \$1M in pipeline generated in new business from outbound and qualification efforts
- Quota: Q422-110%, Q123-75% - Attainment, quota is 20 qualified opportunities per quarter
- 80 dials per day, 350 emails per week, 2 qualified meetings per day
- Drove revenue within a book of business of 1000+ Fortune companies including Ebay, San Francisco Airport, Tripplite and Excelon
- Shortened sales cycle for Motorola and eBay by finding specific use cases for the SD\_WAN product, instead of trying to rip/replace existing infrastructure
- Created new sequence, customized cadences, and built sales plays using a variety of sales and automation tools and drove relationships and meetings, with a sales cycle of 30 days

### Senior Business Development | Infoblox

March 2020 – July 2022

*Computer and Network and Security Platform*

- \$3.2M in closed pipeline as a result to setting 2 qualified meetings a week, within a book of 1100 prospects and 200 buying accounts
- 70 dials per day, 15 custom emails per day, 50 InMails per month with a 9-month sales cycle
- Quota: Y1-90%, Y2-100%, Y3-102%, quota was 7 qualified meetings per month
- Sold into, and influenced enterprise accounts such as Salesforce, Canadian Tire, Circle K, Campbell Soup, Albany Medical Center and several Ivy League schools within a US and Canadian territory
- Influenced buyers in the technology and software, manufacturing, healthcare, retail verticals

### National Channel Account Manager| Tripp Lite

October 2018 - July 2019

*IT Infrastructure and Connectivity*

- \$4.5M in pipeline generated managing an entire US territory

- 90% of \$6.6M per year quota
- Sold into, and influenced enterprise accounts such as Zones, Softchoice, Presideo, Avnet, Arrow Electronics, MicroAge and iT1 Source

## **Enterprise Account Executive | Konica Minolta Business Solutions**

**June 2017 – September 2018**

*IT Services*

- \$2.5M in new logo business generated within 100 key buying accounts within the federal space
- 400% of quota, on a \$35K per month quota plan, with an average deal size of \$10k
- Clients included U.S. Army, FEMA and Umpqua Bank
- Meetings per week 9 F2F Meetings & 3-4 product demonstrations
- Sales cycle 10 days- 9 months
- Top Branch Salesperson -August 2017, February 2018, August 2018

## **Enterprise Account Executive| Zones**

**October 2008– May 2017**

*IT Services*

- \$15M in new revenue generated
- Sold into Healthcare, logistics, datacenters verticals
- Heavy outbound 80 dials per day, 3.5 hours talk time and unlimited emails and live engagement
- Awards for top Margin for Healthcare Division- Q1 2017, Q4 2016, Q2 2016; Five Star Customer Service May 2017, Jan 2017, March 2016, Oct. 2015, Jan 2015 and Feb 2014
- Influenced a high profit upsell when doing a deep dive into the distribution of how Microsoft licensing piecemeal were being purchased, noticing the client was spending a lot of money with various resellers. Facilitated the signing of a new Enterprise Agreement for cost savings and better management of licenses. This solution won the business of ALL the MS licensing from the other resellers, generating revenue for a 6+ year contract
- Sold into a book of 60 buying clients such as Commonwealth Healthcare, Norton Healthcare, Appalachian Regional HC, Cash-WA Distributing, Kootenai Health, Providence, Central City Concern and Healthtr

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## **EDUCATION & CERTIFICATIONS**

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### **Peirce College – Fort Steilacoom**

*Associates of Science, Business and Economics*

**CCisco-** Sales Professional

**VMware-** VSP- 6.0VM Ware