

Rajev Bricksin

QUALIFICATIONS SUMMARY

Mr. Rajev Bricksin, co-founder and President of Sales at DynLink, possesses an excellent record in his past positions as CFO for 3 not-for-profits in the Washington, D.C. area, and brings to the DynLink team more than 17 years of accounting and corporate technology experience. Raj also holds numerous certifications, including all of the required certifications offered by Microsoft Dynamics CRM, Dynamics GP, and Microsoft SQL and Network Administration.

CERTIFICATIONS

- Certified CRM Master
- Certified Installation Specialist (Microsoft Great Plains Dynamics and eEnterprise)
- Certified Accounting Application Specialist (Microsoft Great Plains Dynamics and eEnterprise)
- Microsoft Great Plains Project Series
- Microsoft Great Plains Distribution Series
- Microsoft Great Plains Integration Specialist
- Microsoft SQL Server
- Other Microsoft networking certifications
- Certified in SharePoint Portal

PROFESSIONAL EXPERIENCE

DYNLINK, Arlington, VA 2000–2009

Vice President of Sales, Owner

- Directing Sales at DynLink including technical demonstrations of GP & CRM software.
- Teaching classes for Dynamics GP & CRM.
- Active CRM Partner in Microsoft's Government Contractor Solution Circle
- Active in Great Plains Partner Advisory Board in determining product direction.
- Directing and managing all sales and business development operations, including market competitiveness and channel strategy.
- Responsible for business development.
- Driving the company's achievement of its customer acquisition and revenue goals.
- Driving the development of national sales strategies.
- Working closely with the VP of Professional Services to maintain consistency in vision and company methodology
- Maintaining key customer relationships and implementing strategies for expanding the company's customer base.

TATE & TRYON, Washington, DC 1998–2000

Director of IT Services

Launched technical services practice for Large Washington, D.C. based CPA firm:

- Ensured streamlined operation of the IT Department in alignment with the business objectives of the organization
- Planned, coordinated, directed, and designed IT-related activities of the organization, as well as provided administrative direction and support for daily operational activities of the IT department.
- Worked closely with decision makers in other departments to identify, recommend, develop, implement, and support cost-effective technology solutions for all aspects of the organization
- Defined and implemented IT policies, procedures, and best practices

AMERICAN REGISTRY for DIAGNOSTIC MEDICAL SONOGRAPHY(ARDMS), Rockville, MD 1995–1998

Director of Finance & Administration

- Managed the financial and administrative operations of the Association.
- Ensured the accuracy and timeliness of published documents and home page postings relative to the Association's financial and administrative operations.

- Ensured financial policies and procedures are followed.
- Developed, in conjunction with the Finance and Budget Committee, a long-range strategic financial plan.
- Prepared annual operating and capital budgets.
- Prepared monthly statements of financial position and activities and accompanying monthly financial highlights statement- presented to Board of Directors.
- Relocated Organization from Cincinnati, OH to Rockville, MD.

EDUCATION

BS, Accounting & Information Systems, Virginia Polytechnic Institute and State University, 1987