

Sales Engineer / Solutions Architect / Cybersecurity / AI & Data Technologist

Diverse Business Vertical Expertise & Broad-Based Industry Knowledge
Strong Solution-Focused & Value-Based Selling Competencies
Top Performance in Fast-Paced, Dynamic Growth Environments

- **Expert in building profit-producing partnerships** and lucrative business relationships with large scale companies across different sectors.
- **Thorough knowledge of compliance, networking**, security architecture and technologically, sophisticated products and services.
- **Astute with blending technical expertise**, business acumen and sales prowess to deliver aggressive revenues and sustainable business growth.
- **Experienced at engaging** with C-level stakeholders, communicating across all organizational levels, and strategizing with multidisciplinary teams.



**Multimillion-Dollar Sales & Account Management / New Business Development / New Territory Development & Penetration
Customer Insights / Market Intelligence / Strategic Business Partnerships / Public Speaking & Executive Presentations
Deal Structuring & Negotiations / Revenue & Business Expansion / Competitive Positioning**

PROFESSIONAL EXPERIENCE & PERFORMANCE HIGHLIGHTS

ABC COMPUTER SYSTEMS, New York, NY (2012 to present)

Advanced and promoted through increasingly responsible roles in strategic account management and technical sales. Played pivotal role in architecting value-based sales initiatives and securing critical business relationships that propelled company from small startup into multimillion dollar operations. Specific roles and related achievements:

STRATEGIC PROGRAM MANAGER | 2022-present

Tapped for newly created role as trusted advisor to customers and prospects on new SaaS Data Security solution. Collaborate cross-functionally with sales, product management, marketing, and customer support to optimize product's positioning.

- Repeatedly developed and retained trusting customer relationships to promote company's technical abilities and operational excellence and ultimately drive new revenues.
- Instituted business strategy and refined sales process to quickly convert existing customers to new product users; communicated valuable insights and market intelligence from customers to product management for future developments.
- Entrusted to perform executive aircover in prospect meetings, conduct product demonstrations, perform high quality needs assessments, and craft business cases with sales teams; influential in securing numerous deals.

MANAGER OF SALES ENGINEERING (DoD) | 2020-2022

Hand-picked to rebuild processes and internal structure and stabilize sales in fast-growing, but challenging territory. Delivered transformational sales results and channeled dramatic business turnaround through a dedicated team of sales engineers.

- Built and guided sales engineering team with customer needs assessments, proposal development and functioned as technical and business advisor with customer communications and complex deal negotiations.
- Multiplied business growth and sales performance following territory rebuild—customer upsell improved and renewal business surpassed new business revenues.
- Restored customer confidence, strengthened customer retention rates, and improved quarterly business reviews.

☞ Generated **200% of sales quotas in first quarter in the territory 2020 (\$25M)** and grew upsell metrics by 100%.