KATIE O'KANE

3820 W. 112th Ave, Westminster, CO 80031
(848) 248-3129 • Katie_okane@shi.com

~ SENIOR SALES MANAGER / ACCOUNT EXECUTIVE~

Public Sector Sales • New Business Development • Sales Team Leadership

Distinguished14-year career in the sale of software, hardware, and computing services to diverse entities, including key federal, state, local government, education, and healthcare accounts. Proven leader able to identify opportunities and guide high-performing teams in implementing multi-tiered sales strategies resulting in record-breaking revenues, increased market share, and bottom-line growth. Excel at earning client trust; forging strong, lasting business relationships; collaborating with strategic partners on solutions implementation; and resolving problems to ensure total customer satisfaction.

Areas of expertise:

- **Sales Strategy & Action Planning**
- **Motivational Team Leadership & Coaching**
- **Market Research / Competitive Analysis**
- **Account & Partner Relationship Building**
- **Customer Needs Assessment & Support**
- **Competing For & Securing New Business**
- **Intelligence Gathering & High-Stakes Negotiations**
- **Communication, Presentation, & Problem Solving**
- **Sales Team Support / Tool Development**
- **Marketing Plan Development / Implementation**

~ PROFESSIONAL EXPERIENCE ~

SHI INTERNATIONAL, CORP (SHI), 1995 – PRESENT

In a series of increasingly responsible roles, excelled in the promotion, sale, and customer support of cutting-edge technology products / services at both regional and national levels.

Director of Public Sector Sales (Piscataway, NJ), 2008 – Present

State and Local Government Manager (Somerset, NJ), 2003 - 2008

Full bottom-line responsibility for SHI's annual $625M Public Sector business. Reporting directly to VP of Sales, lead team of 6 Directors and Managers and 60 Account Managers in servicing customer needs and driving sales across federal, state and local government, education, and healthcare verticals. Oversee new business development activities related to coordination / implementation of state contracts, federal schedules, and academic consortium agreements. Manage SHI's public sector relationships with manufacturers and vendors, including Microsoft, Adobe, Symantec, McAfee, HP, and VMware. Partner with vendors on creation / implementation of public sector marketing campaigns. Regularly interface with partner executives and government, education, and healthcare customers; serve as 2nd escalation point for customer issues / problems. **Selected Achievements:**

- Provided strong leadership of dramatic sales increases and business growth from 2003 to 2008, including: entire Public Sector business (growth from $250M to $625M), Microsoft (growth from $142M to $350M), Adobe ($7M to $29M), and Symantec ($14M to $30M).
- Regularly exceed quarterly / annual sales targets, including 20% growth target for Q2'09, 25% growth target for Q1'09, and a total 17.50% in Public Sector business growth in 2008. Success has led to SHI Public Sector business receiving numerous recognitions, including Microsoft's Public Sector LAR of the Year Award in 2008.
- Successfully developed and managed SHI's first public sector healthcare vertical.

CONTINUED...

- Successfully managed SHI's response to state-wide and large consortium / education RFPs. Presided over 25% growth in state and consortium contracts, and added new contracts every year from 2003 – 2008, including Maryland, West Virginia, North Carolina, Kentucky, Ohio IUC, New Jersey, Nevada, Wisconsin, Alabama, Virginia, University of California System, Montana, Idaho, and South Carolina.
- Enhanced team capability by increasing Account Executives from 40 to 70 to support Public Sector. Provided exceptional team training / coaching and consistently motivated team members to work to their full potential.
- Conceptualized, organized, and led first annual SHI Public Sector Sales Conference. Defined agenda, invited partners, selected keynote and other speakers, coordinated breakout sessions, and emceed entire event.
- Constructed new SHIDIRECT Public Sector Web site, www.publicsector.shidirect.com, to provide Public Sector customers with greater access to tools and systems. Worked closely with IT to develop and implement new tool / system releases.
- As State and Local Government Manager, led team of up to 8 Sales Executives focused on new business development, and skillfully negotiated SHI contracts with Onvia, Input, Center for Digital Government, and FSI.

Government and Education Account Executive (Austin, TX), 1997 - 2003

Developed and executed strategies to increase local government and education sales in Houston area. Worked in an Account Executive Team environment supporting common goals, systems, customers, manufacturer relationships, and tools. **Selected Achievements:**

- Increased annual revenues by 728% during 6-year tenure in this role: from $1.5M in 1997 to $12.8M in 2003. In addition, increased annual gross margin by 629%, from $92K in 1997 to $678K in 2003.
- Provided strong leadership in bringing in $50M in total Houston area revenue from 1997 – 2003, and in growing (and successfully managing) number of customer billing accounts from 100 to 700 in 6-year period.
- Recipient of numerous awards and accolades, including Symantec's Overachiever's Club Award (recognizing above-and-beyond performance), SHI's President's Club Award (for increasing sales by 99% in 2001), and SHI's Chairman's Club Award (for highest B-level revenues in 2000).
- Created and maintained Web site for SHI / State of Texas at www.texas.gs.shi.com.

Licensing Administrator (Somerset, NJ), 1996 – 1997
Inside Sales Representative (Somerset, NJ), 1995 - 1996

Managed the Relationship between SHI and key software publishers with the responsibility of increasing awareness and revenue. Responsible for reporting monthly sales to Novell and Corel and informing CEO of incentives and rebate criteria and attainment. Trained Sales Team on various licensing programs and solutions. Provided daily customer service to $40M account. **Selected Achievements:**

- Created Spiff Incentive for Outside Sales Representatives as well as marketing materials for Outside and Inside Sales Teams.
- Established and deployed new order entry and quoting procedures to improve transaction processes.
- Key contributor in dramatic growth of SHI's largest state government account.

~ EDUCATION ~

Bachelor of Arts Degree in Communication • RUTGERS COLLEGE, New Brunswick, NJ
Graduated High Honors

Barbara West
4 Crocker Hill Paxton, MA 01612
Phone: (508) 799-5433 Email: Barbara_West@shi.com

PROFILE

Over 20 Years experience in IT Sales, State and Local Government
Information Technology Sales professional seeking Sales Manager Position
Proven ability to evaluate individual needs, solve problems, and meet client objectives
Strong oral and written communication skills
Efficient communicator with management, peers, and customers
Highly competitive, self-initiator, who is ambitious, organized, and goal oriented

EXPERIENCE

SHI International Corp. (SHI) - Piscataway, NJ
Sept 1991 - Present
SHI International Corp. is an IT global procurement outsourcing company and leading business-to-business solution provider, with over $3+ billion in yearly sales revenue.

New England SLED Manager, July 2010 – Present

- Tasked to build out the territory coverage in the Northeast
- Grew the team to 6 Account Executives
- Built our State and Local Government business – exceeded revenue projections in 2010
- Develop, Support and Maintain business relationships with vendors, BDM's and clients
- Manage the negotiations of the State Contracts in MA – NH – VT – ME – CT and ME.

Strategic Account Executive, Sept 1991 – July 2010

- Prospecting and executing calls to expand business and increase revenue in State and Local Government, Education and Commercial Accounts
- Managing and building upon existing clients' growing needs
- Meeting and exceeding monthly revenue and gross margin goals consistently
- Responding to RFP, & RFI, for multi-million dollar software and hardware contracts
- 8x Presidents club winner

EDUCATION

LeMoyne College – Syracuse, NY

- BS Finance and Marketing
  GPA 3.6

Darron Gross

EXPERIENCE

Over 15 years of sales and management experience focused on State of Texas Public Sector business.

2008-present

SHI-Government Solutions

Software House International **Austin,TX**

Director, SouthCentral SLED

- Management of SouthCentral Region State/Local and Education Sales Teams
- Responsible for building, maintaining relationship with State Contract Officers and Partners
- Mangement of a team of 15-20 Account Executives

1995 - 2008

SHI-Government Solutions

Software House International **Austin,TX**

Account Executive, Texas Public Sector Team Manager

- Management of Texas State/Local and Education Sales Teams
- Responsible for building, maintaining DIR relationship
- Direct responsibility for Texas State/Local sales territory
- Responsible for development and management of statewide government and education hardware contracts and software licensing contracts for State of Texas DIR including Microsoft, Novell, Symantec, Adobe, Computer Associates, IBM/Lotus

1993-1995

CompUSA **Austin, TX**

Account Executive – State of Texas – State/Local & Education Sales

1991-1993

CompuAdd Austin, TX

Account Executive

EDUCATION

1991 Southwest Texas State University

- B.A., Geography – Urban Planning

David Rounds – KONA Regional Manager

Middlesex Community College in New Jersey
Hired at SHI 7/13/98 – 13+ years with SHI.

- 7/13/98 – 7/21/99
  SHI - Order Entry for State of Texas Government and Academic accounts

- 7/22/99 – 10/26/99
  SHI – Inside Sales Representative for the State of Texas Government and Academic accounts

- 10/27/99 – Present
  SHI – Inside & Outside Sales Representative for the State of Kansas, Arkansas, Oklahoma and New Mexico

- 4/28/00 – present 2011
  SHI – Account Executive for the State of Kansas, Oklahoma, Arkansas, and New Mexico.

- 2009 – present
  SHI – KONA Regional Manager for State of Kansas, Oklahoma, Arkansas and New Mexico. Manage a team of Account Executives who sell into the K12 and Higher Education verticals.

Over 13 years experience in the field managing/negotiating statewide contracts within the territory. I have managed the State of Kansas Novell Contracts since October 27, 1999, McAfee contract since January 15th 2003 and the Kansas ALL Software contract from 2004 to present. We currently manage the State of Oklahoma Microsoft Select/EA agreement from 2001 to present. Additionally SHI was the awarded software LAR contract in the State of Arkansas from 2002 to present. We have held and managed these contracts to present, and additionally managed the Adobe/IBM passport contract in New Mexico prior to the all software contract.

Amelia G. Edmondson

235 Pierce St. Lakewood, CO 80226
Home: 303.238.7282 Cell: 303.882.8012 amelia_edmondson@hotmail.com

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Business Development, Project Coordinator, Corporate Facilitator, Mentor, Project Based Recruiting

Key Value-Offered Qualifications

Executive/C-Level Relationships ▪ Proactive Solutions ▪ Team Building ▪ Recruiter Trainer ▪ Account Development & Growth ▪ Business Consultation ▪ Talent Acquisition ▪ Analytical & Conceptual Problem Solving

PROFESSIONAL EXPERIENCE

SHI International, Corp. **Denver, CO** **2009 to 2010**
Services Executive, West Region
SHI is a privately held reseller providing Software, Hardware and Integration to customers across the U.S., Asia-Pac, Western Europe, UK and Canada.

- Responsible for product enablement, asset lifecycle management, consulting, hosting, staffing, and support services in the West Region (CO, UT, AZ, CA, WA) to Commercial customers.
- Responsible for supporting Small Midsize Businesses as well as Enterprise Sales Account teams by creating and substantially growing IT services business for existing and new accounts. Provided account penetration, and grow customer loyalty and satisfaction by maintaining strategic relationships.
- Established direct services business with customers utilizing internal and external IT resources for consulting services opportunities related to Microsoft, HP, Symantec, IBM, VMware, Cisco, Citrix, EMC and Oracle.
- Developed and managed many successful vendor and distributor channel relationships
- Managed multiple projects from start to finish, including weekly status calls with partners and customers.
- Conducted road shows and service presentations to all levels of management.
- Acted as liaison between technical resources and business users.
- Created Statements of Works, Proposals, Quotes, etc.
- Participated in a multitude of Vendor Webinars and Seminars.

TEKsystems, Inc. **Westminster, CO** **2004 to 2009**
Senior Technical Recruiter
TEKsystems is the largest staffing and services provider in the nation with over 90 offices across the U.S. and several offices in Canada and United Kingdom.

- Full cycle recruiting to include identifying and placing talent within finance, healthcare, government, telecommunications, and IT industries.
- Ensured quality of candidates by performing personal interviews, reference checks and technical assessments. In addition, monthly quality checks are performed by meeting consultants.
- Negotiated terms of contracts, rate and benefit information along with other Human Resource related questions.
- Worked with Account Managers to research and qualify new business leads and requirements.
- Managed contract employees while on assignment. Assessed and investigated contractor related problems, and administer performance counseling, coaching, and disciplinary measures when necessary.
- Built and maintained long-term relationships with consultants in order to place in future engagements.
- Sponsored and attended Denver and Boulder Java User Groups to network and learn about new industry trends.
- Coordinated consultant events ranging in size of 5-250. Primary contact for summer event, holiday

Amelia G. Edmondson

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party and consultant appreciation events throughout the year.

- Trained and mentored new recruiters in the local office.
- Regional super user for new applicant tracking system. Ensured recruiters and account managers were properly trained and ready for Go-Live.

Corporate Trainer

- One of 8 recruiter trainers in the company.
- Facilitated week long course to train and teach newly hired recruiters how to do their jobs more effectively. Courses include: Company History, Process, Tools and Day to Day operating rhythm.
- Collaborated with other facilitators and instructional designers to create new material.
- Trained 36 super users on new applicant tracking system implemented August 2008.

Natural Data **Denver, CO** **2003 to 2004**
Account Manager/Recruiter
Natural Data, Inc. is a staffing firm specializing in meeting the needs of small, medium and Fortune 1000 companies.

- Primarily hired as a point of contact for Siemens Business Services.
- Acted as a satellite office in Denver, CO with 2 recruiters in Nashville.
- Not only provided I.T. staffing to various clients, but also finance, marketing and healthcare professionals on a contract and contract to hire basis.

ConsultNet **Denver, CO** **1999 to 2003**
Account Manager
ConsultNet is an IT staffing company in the Denver area. The company has 5 locations in various states.

- Established and maintained client relationships.
- Met with clients to identify job requirements and budgets for upcoming projects.
- Regular contact with clients to be sure all staffing needs are met.
- Used cold calling strategies to obtain new clients.
- Monthly networking events. (active member of ICC)

Technical Recruiter

- Effectively recruited candidates through Internet research, internal database, cold calling, referrals, networking, job fairs, and other strategies.
- Responsible for checking references, negotiating terms and rates for each project, coordinating the interview process, extending offers, and closing candidates.
- Managed 20 contractors.
- Coordinated all company functions (i.e. Holiday, Ski and Summer parties).

Education & Activities

Community College of Denver **Denver, CO** **1996 to 1998**
Attended classes for Business Administration and Marketing

Affiliations - Sponsor and member of Denver Java User Group, Boulder Java User Group

Professional Development - Shapiro Negotiations Institute - *The Power of Nice*, Train the Trainer, Emily Griffith Real Estate Broker Program (Associate Broker, inactive), Barry Rhein & Associates - *Selling through Curiosity*

VMware VSP (VMware Sales Professional) Certified **2009**

Professional references provided upon request.

STEVEN NEMETH

3010 Doolittle Dr. Bridgewater, NJ 08807
Phone: (908) 727-6746 Email: steven_nemeth@shi.com

PROFILE

- Information Technology Sales professional seeking Sales Manager Position
- Proven ability to evaluate individual needs, solve problems, and meet client objectives
- Strong oral and written communication skills; efficiently communicate with management, peers, and customers
- Highly competitive, self-initiator, who is ambitious, organized, and goal oriented

EXPERIENCE

SHI International Corp. (SHI) - Piscataway, NJ
SHI International Corp. is an IT global procurement outsourcing company and leading business-to-business solution provider, with over $3+ billion in yearly sales revenue.

Account Executive, April 2004 – Present

- Prospecting and executing calls to expand business and increase revenue
- Managing and building upon existing clients' growing needs
- Meeting and exceeding monthly revenue and gross margin goals consistently
- Responding to RFP, & RFI, for multi-million dollar software and hardware contracts
- Presidents club winner 2006 and 2007
- Hewlett Packard "Circle of Excellence" Incremental Sales winner January 2006
- Websense "Full Throttle" new account contest winner 2008
- LANDesk Manufacturer sales revenue Champion 2007
- Over $30 Million in lifetime sales revenue

Account Manager, September 2002 – April 2004

- Maintained relationships with existing customers
- Provided customers with quotes, pricing, and product information
- Provided licensing program assistance for all major software vendors
- Managed accounts with $40 million in yearly sales revenue

Publicis - New York, NY
Student Intern, May 2002 - August 2002

- Provided IT support and Help Desk for an ad agency's network and computers for 200+ users

EDUCATION

Stevens Institute of Technology 2004-2005

- Post Graduate Studies - Project Management

Rutgers University - New Brunswick, NJ

- B.A Information Technology and Informatics - August 2002
  - GPA 3.5
  - Honors: Dean's List, Golden Key International Honor Society, Alpha Sigma Lambda National Honor Society

TECHNICAL SKILLS

- MS Office (Word, Excel, Power Point, and Outlook), Microsoft Project
- Programming: Knowledge of Java, XML, PHP

Steve Burnside
steve_burnside@shi.com
1408 Newell Ct
Columbus, OH 43228
614-276-3191

EXPERIENCE

Over 15 years of sales and management experience focused on State of Ohio Public Sector business.

1995 - Present

SHI, International Corp. **Columbus, OH**

Account Executive, Ohio Public Sector

- Management of Ohio State/Local
- Responsible for building, maintaining State of Ohio relationship
- Direct responsibility for Ohio State/Local sales territory
- Responsible for development and management of statewide government and education hardware contracts and software licensing contracts for State of Ohio including Microsoft, Novell, Symantec, Adobe, Computer Associates, IBM/Lotus

1986-1994

MicroCenter

Sales Associate

EDUCATION

1985 The Ohio State University

- B.S., Business Administration

33 Knightsbridge Road
Piscataway, NJ

888-289-6088; 877-289-6088 fax;
Kevin_Farrell@shi.com

Kevin Farrell

Experience

1999-present SHI Piscataway, NJ

Public Sector Account Executive

- Developed core territory from $0 revenue to $10 million+ annually.
- Named to President's Club for Excellence.
- Received awards from Microsoft, Symantec, McAfee, HP and Adobe.

1997-1999 MicroWarehouse(CDW) South Norwalk, CT

Public Sector Sales Manager & Account Executive

- Increased regional sales over 50% YOY.
- Managed 20 sales representatives in 26 Western states.
- Won annual sales awards for personal accomplishments.

1995-1996 Dell Computer Company Austin, TX

Sales Representative

- Top-rated salesperson in Personal Sales Division over six-month tenure in that group (over 100 members).
- Won 1996 award for Outstanding Contribution to Company for project on increasing profitability and customer satisfaction.

1992-1997 Kaplan Test Prep Austin, TX

Teacher/Salesperson

- Taught GMAT, SAT, GRE, and LSAT courses in Texas & Connecticut.
- Received company's highest teacher evaluation ratings for student improvement and student satisfaction.
- Developed Telesales group for company in Austin.

Education

1985-1990 University of Texas, Austin Austin, TX

- B.A., English
- B.S., Speech Communication

Interests

Church, family-activities (3 daughters), Community Board member, Community swim team Board member.

Daniel R. Sutton Jr.

33 Knightsbridge Rd • Piscataway, NJ 08854
800.477.6479 x8223 • Dan_Sutton@shi.com

Profile

- A dedicated, self-motivated college graduate with a strong work ethic and excellent interpersonal skills.
- Proven ability to complete projects as both a cooperative team member and a highly effective leader.
- Able to learn new concept quickly, adapt easily to changing environments, and perform well under pressure.
- An effective communicator with strong time management, problem-solving, and decision-making abilities.
- Proficient in Microsoft Word, Excel, PowerPoint, Access, and various Internet applications.

Experience

SHI International Corp, Piscataway, NJ — Sept. 2008 – Present
Account Executive

- Communicate with customers to build consultative, long-term relationships with government and academic customers across Montana, Wyoming and Oregon.
- Introduce customers to the technology products and services that best accommodate their needs.
- Manage the statewide Montana Microsoft Select and Software Reseller Contracts for both state and local government agencies.
- Constructed and oversee a customer-facing website for online quoting, ordering and order tracking.

SHI International Corp, Piscataway, NJ — Oct. 2005 – August 2008
Inside Sales Representative

- Communicated with customers to assist with product inquiries, pricing and availability.
- Worked closely with internal departments to ensure service issues were handled efficiently and in a timely fashion.
- Supported multiple state contracts such as Alabama Statewide Educational Software Contract, New Jersey Statewide Microsoft Enterprise Agreement, South Dakota Statewide Software and Hardware Peripherals Contract.

Education

Montclair State University, Upper Montclair, NJ
Bachelor of Science in Business Administration, concentration in International Business, May 2004

- Relevant Coursework: International Marketing, International Economics, International Business Management, Money & Banking, Business Policy, Seminar in Retail, and Import & Export Marketing/Operations Analysis.
- Honors: Member of Epsilon Delta Epsilon National Professional Honors Fraternity; Cumulative GPA: 3.29.

Ty S. McCartney

7827 Prospector Dr. Salt Lake City, UT 84121
Phone (801) 750-8683
E-mail ty.mccartney@comcast.net

PROFESSIONAL EXPERIENCE

SHI International, Corp, Piscataway, NJ **April 2011 – Present**
Utah State and Local Government Account Executive

- Responsible for managing the IT product needs for Government entities

WESTERN STRATEGIC SOLUTIONS, Salt Lake City, Utah **February 2010- Present**
President

- Provide governmental relations and business development services in Utah, California, Colorado, Nevada and Arizona focusing on criminal justice, IT infrastructure, tax and revenue, health, and transportation policy.
- Market and present to local, state and federal government officials our clients services, products and infrastructure and abilities. Specifically with Nevada's unemployment insurance and purchasing, Utah's Juvenile Justice, Department of Public Safety, Human Services, and Workforce Services.
- Pursue new accounts and contract opportunities for our clients in the areas of Health and Human Services, Department of Justice, Homeland Security, Transportation and Fiscal Analyst Offices of federal, state, and local governmental agencies.
- Partner with local lobbying firms to identify opportunities in surrounding markets.

CGI TECHNOLOGIES AND SOLUTIONS, Los Angeles, California **July 2009- February 2010**
Business Development Director

- Increased Public Sector practice (state and local entities) from one client and $1 million in backlog to five major clients, and qualified pipeline opportunities of $1.3+ billion.
- Increased CGI brand awareness in the State of Utah Commercial Sector by leveraging existing relationships.
- Managed responses to RFPs, RFQs and RFIs including strategic planning, facilitating decisions, determining win themes, pricing and executive summary.
- Developed local partnering relationships with small businesses to create, initiate and implement pursuit plans and marketing strategies.
- Established a three year projection strategy, with the Managing Directors, to identify and position for future opportunities.
- Developed relationships with local lobbying firms ensuring proper messaging throughout Utah, Colorado, Nevada and Arizona. Additionally, oversee emerging opportunities within these markets.
- Leveraged existing relationships with elected officials in Utah, Colorado, Nevada and Arizona.

DIGITAL BRIDGE INC., Salt Lake City, Utah **May 2008 – May 2009**
Business Development/Government Relations Executive/
Regional Sales Director- Western United States

- Marketed, presented and educated local, state and federal government on the IT managed services, hardware, hardware maintenance, software support and consulting services that Digital Bridge offers. Met with agency leadership and decision makers on products and services of interest.
- Actively pursued new accounts in the areas of Health and Human Services, Department of Justice, Homeland Security, Transportation and Fiscal Analyst Offices of federal, state, and local governmental agencies. Identified need for Digital Bridge products, assist in locating resources and respond to request for proposals and other bidding notices.
- Developed partnership opportunities and relationships with prime contractors such as IBM, Northrop Grumman and Deloitte.

SYSTEMIC PARTNERS, INC., Salt Lake City, Utah **July 2007 – May 2010**
Vice-President Governmental Relations/Marketing

- Consulted with the Salt Lake County Council and County Mayor's Office. Collected data among the Salt

Lake County Criminal Justice population to assist the County with a Criminal Justice Master Plan.

- Consulted during the 2008 Utah General Legislative Session as a draft consultant to successfully pass Utah House Bill 109 which created a pilot study in the Utah Department of Corrections to reduce the recidivism rate among sex offenders.
- Drafted and submitted the following grant proposal in 2008: *A Qualitative and Quantitative Analysis of Dynamic Variables and Risk Factors Impacting Pretrial Release Success.* Research on Safe Community Release for Pretrial and Jail Populations, National Institute of Justice (CFDA No. 16.560). Amount requested $294,795.

SALT LAKE CITY POLICE CIVILIAN REVIEW BOARD, Salt Lake City, Utah Jan 2005 - March 2008
Executive Director

- Evaluated the internal investigation processes and made recommendations to the Police Chief, Mayor, and City Council regarding professional standards, policies, investigative procedures, and disciplinary measures.

- Maintained viable relationships with citizen and business interest groups; representatives of federal, state and local law enforcement agencies; members of the Police Command Staff; representatives of the collective bargaining unit in the Police Department; judicial officials and administrators.

UTAH HOUSE OF REPRESENTATIVES November 2000 – January 2005
State Representative, House District 31

- Served on Rules, Public Utilities and Technology, Transportation Standing Committees, and Commerce and Revenue Appropriations Committee. Additional committee assignments include: Law Enforcement and Criminal Justice Standing Committee, Capital Facilities and Administrative Services committees the Task Force on Implementation of Water Fluoridation, the Utah Advisory Council on Intergovernmental Relations, and Competition in the Telecommunications Industry Task Force.
- Served on the Utah Sentencing Commission, Utah Substance Abuse and Anti-Violence Coordinating Council, Energy Policy Task Force and the 2004 National Conference of State Legislatures Planning Committee.

SALT LAKE COUNTY METRO GANG TASK FORCE, Utah September 2001 - January 2005
Investigator

- Advanced and participated in specific gang investigations, death investigations and officer involved shootings.
- Acquired the Federal Bureau of Investigation Hostage/Crisis Negotiation Certification.

ABRA, Salt Lake City, Utah November 1998 - July 2000
Senior Account Executive/Compliance Coordinator

BOARDS AND MEMBERSHIPS

- Pete Suazo Utah Athletic Commission, Commissioner, 2007-Present.
- Utah Hang Gliding and Paragliding Association, President, 2005-Present.
- Arthur Flemming Leadership Institute Fellowship, Graduate, 2002.
- Salt Lake Community Development Advisory Committee, Chairman, 1999-2002.
- Hutton Foundation Advisory Board, President, 1998-Present.

EDUCATION

University of Utah, Salt Lake City, Utah June 1996
Bachelors of Science, Sociology

DAN PRESSLEY

edpressley@gmail.com
(801) 735-2055

SOFTWARE ACCOUNT EXECUTIVE

Successful, driven, sales executive has made President's Club five years consecutively, having exceeded every annual revenue quota. Expertise includes:

- Account Management
- Customer Satisfaction
- Detail Oriented
- Type 65 WPM
- Channel Development
- Forecast Accuracy
- Order Processing
- Spanish Proficiency
- Negotiation/Conflict Resolution
- Solution Sales Methodology
- Internal Application Competence
- Exceptional Organization Skills

EDUCATION

UTAH STATE UNIVERSITY, Logan, UT
BS, Cum Laude in Business, August 2006

- 3.5 Cumulative GPA
- Dean's List 4.0 GPA (2000, 2004)

PROFESSIONAL AWARDS

- Infor Sales Rep of the Quarter 2010
- Infor President's Club 2009
- Novell President's Club 2005, 2006, 2007, 2008
- Novell Breakaway Award 2007, 2008
- Novell Employee of the Month 2006, 2007
- Novell RACE Award 2006

PROFESSIONAL EXPERIENCE

INFOR, INC., South Jordan, UT, www.infor.com 08/2008 to 06/2010
Direct Account Manager, Named Accounts for software provider, 08/2008 to 06/2010

- 117% attainment year 1 (Top 20 Sales Reps Company Wide, 9,000 Employees)
- Managed named accounts with sole responsibility for entire relationship & all sales activity in each account

NOVELL, INC., Provo, UT, www.novell.com 08/2004 to 08/2008
Inside Sales Representative, Named Accounts for software provider, 06/2004 to 06/2008

- Over 100% revenue attainment against annual quota every year (4 years)
- Managed general sales activity, account development, customer satisfaction, channel-partner interactions, & support relationships with STLG agencies & named-corporate accounts (5 field-account executives)
- Assumed sole responsibility for negotiation & up-sell of every state government maintenance account across the entire NE area (NY, NJ, PA, CT, MA, RI, ME) (2004-2007) at times without field assistance

AFFILIATIONS & COMMUNITY SERVICE

Volunteer Youth Leader, Boy Scouts of America, 12/2007 to present
Volunteer Service Missionary 1998-2000
Eagle Scout, Boy Scouts of America

RECOMMENDATIONS

Lori Monson, Novell, Inc; Direct Manager

"Dan Pressley was a great account manager. Dan worked to develop key relationships to drive new business. His ability to exceed his goal year over year made him a great asset to the team." (See LinkedIn Profile)

Justin Allen, Novell, Inc; Co-Worker

"Dan is a remarkably consistent and competent employee. He reliably achieved his sales targets each year during his time at Novell (the only one in our department, to my knowledge, to do so four consecutive years). He successfully increased revenue with accounts both large and small, government and commercial, and demonstrated the ability to organize and manage a large portfolio of accounts with confidence. Dan is a collaborative, amiable person, and is always generous in sharing his time and experience with co-workers." (See LinkedIn Profile)

Darron Gross

EXPERIENCE

Over 10 years of sales and management experience focused on State of Texas Public Sector business.

2008-present

SHI-Government Solutions

Software House International **Austin,TX**

Director, SouthCentral SLED

- Management of SouthCentral Region State/Local and Education Sales Teams
- Responsible for building, maintaining relationship with State Contract Officers and Partners
- Mangement of a team of 15-20 Account Executives

1995 - 2008

SHI-Government Solutions

Software House International **Austin,TX**

Account Executive, Texas Public Sector Team Manager

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1993-1995

CompUSA **Austin, TX**

Account Executive – State of Texas – State/Local & Education Sales

1991-1993

CompuAdd Austin, TX

Account Executive

EDUCATION

1991 Southwest Texas State University

- B.A., Geography – Urban Planning

MARY ELLEN DUBE

3 WYNDBROOK CIRCLE
Exeter, NH 03833
(603) 418-5175
MaryEllen_Dube@shi.com

PROFESSIONAL EXPERIENCE

SHI INTERNATIONAL — 10/10 – present

Account Executive

- Public Sector outside sales position technology hardware, software and services such as Microsoft, HP, IBM, Lenovo, Cisco, VM Ware and Symantec. This product portfolio also includes Microsoft Enterprise Agreements
- Extensive technology training from manufacturers, including Cisco, HP Blade University, Microsoft, VMware and IBM.
- Building account base and revenue by identifying and pursuing new business opportunities, cold calling, setting up appointments with senior level design-makers and making presentations that close sales.
- Manage all aspects of the sale cycle from presentation and close to product and service delivery

EN POINTE TECHNOLOGIES, INC. — 9/07 – 12/08

Account Executive

- Outside sales position technology hardware, software and services Agreements. Account base includes Allied Capital, Toromont, SOS Staffing Corp with new additions like The Timberland Company, Skillsoft and Fallon Clinic.
- Building account base and revenue by identifying and pursuing new business opportunities, cold calling, setting up appointments with senior level design-makers and making presentations that close sales.

PC CONNECTIONS SALES CORP — 4/06 – 9/07

Corporate Account Manager

- Generating sales in 2007 at **150% of goal** and achieved 140% of goal for all of 2006.
- Top 10% of tenured sales group company-wide and in the top 1% of new sales professionals hired in 2006. Exceeded all company metrics for 2006 by achieving outstanding sales results and closing several marquee accounts. Closed large complex sales deals such as a desktop and server refresh with a leasing deal on a sale over $100K.
- Top Account Manager (Achieving Highest GP Growth Month over Month), Spring 2007
- Top Account Manager (Achieving Top % of Goal), January 2007
- Achiever's Club 2006 (100% GP$ Goal Performance)

DNTA MORTGAGE CORPORATION — 10/98 – 4/06

Account Manager

- Successfully trained a sales staff and provided continuous development activities to build team success. Responsible for overseeing sales support administrative staff and office personnel.
- Pursued, built relationships, and negotiated referral partner agreements to generate sales. Maintained partner and vendor relations through sales calls, marketing emails and newsletters.
- Maintained file compliance to state and federal regulations and kept all staff current on any new guidelines.

GREENPAGES INC. 11/94 – 8/98

Team Leader/Account Manager

- Consistently met and **exceeded goals** and objectives. First sales professional in the company to achieve $100K per month in revenue by the 8th month. Promoted to Sales Team Leader for successful sales performance.
- Led a team of 7 responsible for training, development, motivation, coaching and results. Worked with each sales professional one on one to improve performance and this improve the overall team. Performed performance reviews of all sales team members. Developed new Account Managers and provided needed support to ensure success on the job.

EDUCATION AND TRAINING

Troy State University, European Division
Master of Science in Public Administration

St. Thomas University, Fredericton, New Brunswick
Bachelor of Arts in Psychology

Sales Courses By Achieve Global
Professional Prospecting Skills
Professional Selling Skills
Negotiating Skills
Winning Account Strategies
Large Account Management

Sales Courses By Miller Heiman
Strategic Selling
Conceptual Selling
The Large Account Management Process

PROFESSIONAL STRENGTHS INCLUDE:

Top–performing, **solutions–driven** sales professional with successful experience as a team leader seeks a new opportunity. Personally credited with driving significant gains in revenues and bottom–line profits through results-oriented sales negotiations with new and existing accounts. **Decisive** and **results–oriented** with **outstanding leadership** skills and the ability to identify and pursue new business opportunities. An engaging, **professional communicator** with the ability to put others at ease, quickly building relationships based on mutual trust and benefit. Dedicated professional committed to meeting and exceeding goals and objectives.

Lori-Ann Provost

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Objective

Accomplished and motivated sales professional with success overseeing sales activities* while *contributing to improved sales professionals and customer satisfaction.

Experience

2011-Current SHI Piscatawy, New Jersey

- *Business Development Manager for K-12 in NH, ME and VT*

2010-Current Oracle Corporation Burlington, Massachusetts

- **Account Manager, Inside Sales for the State of Texas**
- ***Responsibilities include matching Oracle solutions to customer requirements and selling Oracle offerings directly to customers or through Business Partners***
- ***Develop and maintain expertise in a designated set of Oracle offerings***
- ***Understand competition and develop appropriate winning sales strategies***
- ***Present the value of Oracle solutions to all levels of customer management and drive services product line sales***
- ***Work effectively with other Oracle sales and technical sales resources to provide complete solutions to customer business requirements.***
- ***Responsibilities also include responding to RFP's, staffing marketing events and helping to develop prospects into customers.***

2001- 2010 PC/GovConnection Inc. Merrimack, New Hampshire

- ***Senior Executive Account Manager for the States of Oklahoma, Mississippi, and Florida***
- ***Experience managing sales accounts and providing product support in highly technical and competitive industry***
- ***Negotiate customer pricing through establishment of account specific pricing (ASP) based on quantities ordered***
- ***Establish customized websites based on customer preferences/loyalties to specific manufacturers***
- ***Negotiate special pricing with manufacturers on behalf of customers***
- ***Train customers on the use of our Business to Business (B2B) website; benefits, features and management tools***

- *Provide product information and recommendations to customers through facilitation of conference calls with dedicated product/solution specialists*
- *Work with Business Development Managers to create a face to face business relationship with customers in an effort to grow and uncover business opportunities*
- *Work closely with internal departments to alleviate problems and minimize obstacles for customers insuring an optimum sales experience*
- *Interact directly with manufacturers and/or shipping partners on inventory and availability*
- *Ensure customer orders are fulfilled accurately and in a timely manner*
- *Prospect through cold calling to establish new accounts while maintaining an established book of business*
- *Maintain and grow business with existing customers*
- *Work directly with customers to facilitate day-to-day transactions, such as quote requests, product availability and return requests*
- *Plan and organize daily work schedule*
- *Present key selling points, features, and benefits while focusing on the customer's needs and expectations*
- *Listen attentively and respond effectively to customer concerns*
- *Demonstrate exceptional follow-through, personal drive and desire to make a difference*
- *Maintain a positive track record of sales growth*
- *Demonstrate ability to close sales and overcome customer objections*
- *Consistently average 2 ½ -3 hours of outbound phone time*
- *Maintain company values and demand the highest standards of conduct from self and others*
- *Work well independently or in a team environment.*

Awards

- *2003 Achievers Club-Miami Florida*
- *2003 Rookie of the Year*
- *2005 Highest Annual Achievement*
- *2006 Achievers Club-Grand Cayman Islands*
- *2006 Cash Cow awarded for top Gross Profit for the year*
- *2006 Highest Gross Profit Percentage to Goal for April & August*
- *2006 Award for the most number of calls for the months of January, February, March, April, May and June*
- *2006 MVP April & September*
- *2006 Kingston Technologies-Partner Cruise Bahamas*
- *2007 Achievers Club-St. Maarten*
- *2007 Highest Gross Profit Percentage to Goal for February*
- *2007 Cash Cow awarded for top Gross Profit for the year*
- *2007 Award for the highest phone time for the months of January, March, April, May and July*
- *2009 MVP August*
- *2009 Achievers Club SLED Heavy Hitter(finished #4 in company)*
- *2009 Achievers Circle of Excellence TOP Account Manager Gross Profit $*
- *2009 Achievers Club SLED 100% Gross Profit Goal*
- *2009 Achievers Club Mount Washington Resort New Hampshire*
- *2009 Kaspersky Labs Partner Conference-Punta Cana Dominican Republic*

Education

- ***New Hampshire College- Degree Not Completed 1990-1991***

Laurie Conrad

8251 Miller Rd. Baton Rouge, LA 70817

(225)235-2628

SUMMARY

Dynamic, results-driven sales professional with documented record of increasing market share and exceeding sales goals. Recognized for strong work ethic and consistent criteria achievement. A team player with the demonstrated ability to quickly build rapport with primary care and internal medicine physicians and endocrinologists through tenacity, and the ability to accurately relay technical information. Areas of expertise include:

- ♦ Product Knowledge ♦ Customer Relationship Management ♦ Business Acumen
- ♦ Market Share Growth ♦ Territory/Account Revitalization ♦ Competitive Analysis

PROFESSIONAL EXPERIENCE

SHI **2001 – Present**
Senior Sales Representative

- Revitalized under-performing territory by developing strategies to improve market segment
- Professional presentation of product and relevant information to school districts and government agencies

ComputerLand Baton Rouge **1996 - 2001**
District Sales Manager

- Managed and developed corporate accounts increase sales year over year by 25%
- Responsible for sales and operational management of stores including sales, staffing, profit and loss, and training

5th Generation Systems **1996 – 2001**
Regional Training Manager

- Managed and evaluated the training and development of all Managers and District Managers
- Facilitation of all external training classes including Communication Skills, Selling Skills, Hiring Skills, Facilitation Skills, Professional Conduct and Financial Analysis
- Implementation of all corporately approved field training programs in support of current business initiatives
- Monitored Trainers overall training delivery and effectiveness

EDUCATION

Bachelors of Science Degree in Business Management – Southeastern Louisiana University 1986