

revenue through strategic account management and targeted sales initiatives and used CRM software to track sales metrics and identify new business opportunities increasing client acquisition. An entrepreneurial mind-set and drive experienced at selling a variety of different technologies to a variety of different verticals.

- B2B Sales
- CRM (salesforce, HubSpot, Dynamics)
- Client Relationship Management
- Data-Driven Sales Strategies
- Lead Generation
- Solution Selling
- Sales Methodology
- Account Management
- Strategic Planning
- Revenue Growth
- Team Leadership
- New Logos
- Partnership – Alliances
- Accurate Forecasting

#### **PROFESSIONAL EXPERIENCE:**

##### **HiveMQ Inc.**

Oct 2023 – Aug 2024

##### **Enterprise Account Executive**

A privately held corporation with 175 employees providing industry leading MQTT protocol for IOT messaging.

- Line of site to exceeding 900k quota at Honeywell and Lenovo.

##### **Oomnitza Inc.**

Mar 2022 – Oct 2023

##### **Senior Account Executive**

A privately held corporation with 120 employees providing industry leading IT asset management and IT process automation solutions.

- 157% of quota. Closed second largest deal in company history, Colgate Palmolive.

##### **SUSE**

Mar 2021 – Mar 2022

##### **Senior Account Executive**

A publicly held corporation with 2,000 employees providing industry leading open-source solutions including SUSE Linux and Rancher Labs Kubernetes orchestration.

- 107% of quota on \$1 million. HSN, QVC, Day & Zimmermann

##### **Symphony Summit**

Feb 2019 – Jan 2021

##### **Area Director**

A privately held corporation with 225 employees breaking into the US market with Artificial Intelligence - IT Service Management - IT Asset Management - IT Operations Management

- Exceeded personal quota of \$1 million. 103% 2019, 102% 2020

##### **Cherwell Software**

Feb 2015 – Jan 2019

##### **Sales Account Executive**

A Privately held company with 200+ employees, 70 million in sales revenue in the IT Service and Asset Management Market

- Generated new business/new logo in Mid-Atlantic Territory totaling \$7 Million in sales revenue over 4 years, exceeding quota 89%, 109%, 113%, 123%.

Shunra Software (Acquired by HP)

Sept 2011 – Sept 2012

Regional Account Director

A privately held company providing network hardware/software virtualization solutions for software testing.

- Surpassed personal quota of \$1 Million - 121%. JPMC, Citigroup, BNY Mellon, Cardinal Health.

CA Technologies (Acquired by Broadcom)

Jun 2009 – Aug 2011

Senior Solution Strategist

An American Multinational corporation with 11,300 employees in software sales.

- Exceeded quota of \$1.3 million year one 115% and 116% on \$1.6 million year 2. Verizon, Prudential, ADP, Pfizer, SunGard.

#### **EDUCATION:**

- Bachelor of Science - Double major Management & Marketing, Psychology Minor – Long Island University, Greenvale, NY
- President of the Resident Student Association.
- Student Government Senator

#### **CERTIFICATIONS:**

- Certifications: ITIL V3, ITIL V4 Foundation Certified, MQTT and Edge certifications