

Ronald N.

Accent Software, Dallas, TX Vice President/General Manager

October, 2010 - Present

Provider of high-end Business Intelligence Software.

Responsible for complete P&L including: managing sales, systems engineers, consultants and marketing personnel for 15 states (with 9 sales reps, 2 inside sales reps, 7 systems engineers, 6 consultants, 1 Education Manager, and 1 Services Director).

- Managed a P&L of over **\$12,000,000**
- Grew regional revenue over **124%** - **Quota Club Member Every Year**
- Closed **5 deals over \$1,000,000**

XYZ Software, Dallas, TX

Regional Vice President

February, 2002 – October, 2010

Provider of Business Intelligence Software.

Responsible for complete P&L including: managing sales, systems engineers, consultants and marketing personnel for 22 states and all of Latin America (3 District Managers, 16 sales reps, 1 channel sales rep, 2 inside sales reps, 8 systems engineers, 7 consultants, 1 marketing manager).

- Managed a budget exceeding **\$24,000,000**
- Grew regional revenue over **100%** - **President's Club member**
- Restructured three regions into profitable cost centers
- Closed **12 deals in excess of \$1,000,000**
- Re-organized West, Central and Latin American Regions to attain profitable growth
- Established Reseller channel in Latin America
- Initiated enterprise license agreements

ABC Software, Dallas, TX

Area Sales Manager

March, 1997 – January, 2002

Worldwide leader of AS/400 GUI Interface software.

Responsible for sales and management of the territory, including direct sales, VARS, and ISVs.

- Exceeded revenue goals each quarter
- Recruited ADP, Kronos, Mcorp and SABRE Systems as VARS
- President's Club 1998

Act Corporation, Dallas, TX

1995 - 1997

Regional Sales Manager

Remarketer of the Year for XcelleNet Corporation's RemoteWare product line.

Responsibilities included development of business within the channel and opening new territory for the company.

- Sold products and services surrounding installation and implementation

- Responsible for developing all consulting projects for XcelleNet in region
- Developed new business territory in Southwest
- Established re-seller channel through EDS

Technical Systems, Dallas, TX

EDS Account Manager

1994

Worldwide leader of UNIX hardware manufacture and software development.

Responsibilities included development of the reseller channel within EDS and their customers.

- Met or exceeded goals each quarter
- Responsible for a \$60 million quota
- Developed new business within assigned SBU
- Penetrated new territories worldwide
- Proposed and sold consulting services for SUNSoft at EDS

Over Fourteen Years of Technical Experience (to include):

Arthur Young and Company, Dallas, TX

ARCO Oil and Gas Company, Dallas, TX

Allied Corporation, New York, NY

EDUCATION:Columbia University, NY BS Degree Program in Computer Science