

Ronald N.

Major Software Vendor, Dallas, TX

General Manager

October, 2010 - Present

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).

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

XYZ, Dallas, TX

Account Manager

February, 2002 - October, 2010

- Closed 12 deals in excess of \$1,000,000
- Grew regional revenue over **100% - President's Club member**
- Managed a budget exceeding \$24,000,000
- Initiated enterprise license agreements
- Established Reseller channel in Latin America
- Restructured three regions into profitable cost centers
- Re-organized West, Central and Latin American Regions to attain profitable growth
- W-2s in excess of \$300K all three years

ABC Software, Dallas, TX

Area Sales Manager

March, 1997 - January, 2002

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

Regional Sales Manager

1995 - 1997

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

- Remarketer of the Year for XcelleNet Corporation's RemoteWare product line.
- 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 - 1995

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