

QUALIFICATIONS PROFILE

Highly accomplished **Sales, Technical** and **Educational** Professional with extensive experience in integrating technology into the academic and corporate environments.

- 11 years of sales experience with 7 in technical sales: Outside and Inside Sales, as well as Account and Project Management; Solution Selling in Corporate and Educational Verticals to meet customer's desired outcomes.
- 15 years in education and technical training: Corporate and Academic environments; New York City Public Middle School in the Bronx.
- 18 years of technical experience: SMART Technologies; FrontRow sound systems; SAP Business One; expertise in many end user applications and technologies, including Microsoft Office products; knowledge of Windows, Novell, and Macintosh network environments; basic skills in HTML, CSS and Java programming.

PROFESSIONAL EXPERIENCE

Tequipment, Inc. – Teq Farmingdale, NY 2007-2010
www.teq.com

INSIDE SALES SUPERVISOR (2009-2010)

Reported directly to the Chief Sales Officer and expanded Inside Sales Support team from 2 to 5. Created and executed a Professional Development Plan for staff. Organized, planned and presented at weekly Sales Meetings which included entire Sales staff and Chief Sales Officer. Project Manager for New York State BOCES and District Bid completion. Liaison and department lead for SAP Business One modifications through an external consulting firm, which included assessing needs, analyzing and changing business processes and suggesting potential solutions.

- Revenue growth of approximately 50% in territories in 2009.

INSIDE SALES SUPPORT (2007-2009)

Provided Educational Technology solutions to New York State BOCES, public school districts and private schools throughout Long Island, New York City and Lower Hudson New York State. Solutions included hardware/software (SMART Boards, ceiling mounted projectors, FrontRow sound systems, supporting peripherals and software) and complete solutions services, such as installation, tech support and professional development.

- Revenue growth in territory of over 50% from 2007 to 2008 making Tequipment, Inc. the largest reseller of SMART Technologies in North American though only selling in New York State.
- Team lead for implementation of SAP Business One procedures and training for all employees.

Hamptons Online – Hamptons.com Southampton, NY 2006-2007
www.hamptons.com/Web-Design/

ACCOUNT EXECUTIVE / PROJECT MANAGER

Increased new sales by 45% at the largest Web Design and Development company in the Hamptons through outside sales activities such as prospecting, territory planning and relationship building. Assessed customer's needs and provided solutions to meet client's goals. Lead Project Manager, managing numerous website projects while generating new business.

M.S. 308 – The Bronx Dance Academy Bronx, NY 2001-2006
<http://schools.nyc.gov/SchoolPortals/10/X308>

PART-TIME TEACHER, TECHNOLOGY COORDINATOR AND LIBRARIAN (2006)

- Migrated existing library and media collections to an Internet based software system.
- Installed a Macintosh Client/Server implementation of Read 180.

TEACHER, TECHNOLOGY COORDINATOR AND LIBRARIAN (2002-2005)

Taught Balanced Literacy using the Workshop Model and Technology through curriculum integration. Created the school Technology Plan that addressed curriculum standards and benchmarks in support of student learning in content areas. Managed technology budget and purchasing. Managed Project Success after school program, targeting students who were struggling academically. Used data to group students, designed and implemented curriculum to target individuals strengths and weaknesses. Created and managed report card process through the ATS system. Served as Librarian and Media Professional for the school. Served as School Leadership Team Member and Secretary, which included writing the Comprehensive Education Plan (CEP).

- Increased over 95% of students' performance on the New York City English Language Arts test using a technology-based curriculum.
- Wrote and was awarded a technology grant which provided a 1:1 ratio of laptops for the Special Education, English Language Learners, and Special Education Teaching Support Services populations.

VOLUNTEER (2001-2002)

Conceptualized and implemented strategic marketing plan for fund raising events that raised over \$5,000 for books and student activities.

Novell, Inc.

New York, NY

1999-2001

www.novell.com

SYSTEMS ENGINEER

Pre-Sales Systems Engineer training and supporting over 60 Channel Partners in the Greater New York City area. Product Specialist supporting direct sales to Fortune 500 companies across region through sales presentations and product demonstrations to C-Level executives. Presented products and solutions at a variety of outlets including major trade shows, worldwide user conferences, yearly sales meetings, and worldwide departmental training.

- Contributed to overall sales of \$50M - \$60M.
- Acknowledged with an employee award for excellence in sales, customer retention, and cultivating channel relationships in 2000 and a special Systems Engineer Award in 2001.

s e-technologies, Inc.

Stamford, CT

1999

www.se-tech.com

ALLIANCE PROJECT MANAGER

Organized vital marketing events between various Fortune 500 companies including Hewlett Packard, Baan, Data General, Oracle, and s e-technologies. Trained worldwide multi-organization sales force by utilizing Internet meeting technologies.

Dental Benefit Providers - DBP

New York, NY
Bethesda, MD

1993-1999

(United Health Group)
www.dbp.com

SENIOR SALES REPRESENTATIVE / INFORMATION SYSTEMS ANALYST (1997-1999)

Introduced and marketed dental products through new distribution channels for start up New York City office. Established policies and procedures for processes for new office. Provided technology support for satellite offices. Designed and managed ACT! databases for all remote offices. Assessed and reported on sales trends for new products.

- Contributed to sales increase in new markets: \$2.9M in 1998; \$6.5M in 1999.

SALES SPECIALIST / INFORMATION SYSTEMS ANALYST (1997)

Managed largest reseller, a regional healthcare company, with over 16 offices and 250 sales representatives, included training and co-presenting to customers. Monitored sales performance and reported results to management. Created and implemented sales contests.

- Generated revenue increase from \$1.1M to \$3.4M as a result of motivating and supporting channel representatives.

SALES AND MARKETING REPRESENTATIVE / INFORMATION SYSTEMS ANALYST (1994-1997)

Controlled all aspects of nationwide prospecting to expand customer base. Formulated proposals for customers. Analyzed sales trends and reported findings to management. Developed and introduced strategic marketing plans that significantly increased product sales. Configured and maintained database in ACT! for nationwide sales force.

- Contributed to overall sales of: \$4.8M in 1994; \$7.3M in 1995; \$9.21M in 1996; \$11.89m in 1997.

INFORMATION SYSTEMS ANALYST FACILITATOR (1993-1994)

Managed the Information Systems Analyst Program, which supplied technical support and training for multiple departments and remote offices. Supervised a team of 10 Information Systems Analysts nationwide. Participated in department efforts concerning technical planning, including budgeting, and training. Implemented an email system that linked four remote post offices, streamlining nationwide communications.

- Information Systems Analyst Program resulted in reducing the number of escalated tech support issues by 85% as a result of the training and basic troubleshooting.

EXECUTIVE ASSISTANT (1993)

Designed and maintained databases that significantly improved work flow. Designed a program in SQL that uploaded information into the databases.

- Developed the Information Systems Analyst Program

EDUCATIONAL BACKGROUND

MASTER OF BUSINESS ADMINISTRATION (MBA) - CONCENTRATION IN INFORMATION SYSTEMS

- Dowling College – Suffolk County, NY (expected degree completion Summer 2010)

MASTER OF ARTS IN INSTRUCTIONAL TECHNOLOGY AND MEDIA

- Teachers College – Columbia University, New York, NY (Coursework started)

BACHELOR OF SCIENCE - BUSINESS ADMINISTRATION, INTERNATIONAL BUSINESS AND MARKETING

- The American University – Washington D.C.

TEACHING LICENSES

PROVISIONAL, NEW YORK STATE / CONDITIONAL, NEW YORK CITY – COMMON BRANCH SUBJECTS

PROVISIONAL, NEW YORK STATE – BUSINESS AND DISTRIBUTIVE EDUCATION