

Senior-Level Technology Executive

Big Picture Thinker | Talent Motivator | Client-Relationship Manager | Partnership Builder

Drive culture of performance with passion that knows the competitive advantage of cross-organizational collaboration aligned around the goal of delivering premium client service through customized technology solutions.

Trusted business partner, executive collaborator, and technology expert with distinguished 20+-year record of generating recurring revenues through partnerships with some of the world’s best-known enterprise companies.

- **Energize organizational performance** by building cohesive teams and nurturing alliances across functional business lines that buy into and deliver with the end goal of CRM-fulfillment action plans in mind.
- **Interact with and excite clients** in assessing their technology needs and strategizing positive business outcomes via a diverse solution portfolio of differentiated technology offerings.

Leverage analytical thinking and industry experience in targeting optimal metrics that drive business growth.

Select Sales Leadership Strengths

Strategic Planning | Solution Selling | Cloud Computing: SaaS, IaaS, PaaS, XaaS | Sales Management | Motivational Leadership | Market Analysis | Thought Leadership | Data Analytics | Channel Partners | Direct Sales | Big Data

Career Chronology

Xxxxxxxxxxxxxxxxxx Systems San Mateo, CA • 2004–Present

Advanced through several executive positions, earning global recognition as visionary leader.

VP, Global Systems Integrator (GSI) (2016–Present)

Promoted into new role involving development of global-coverage architecture—strategy, structure, and revenue growth—for Hitachi’s top GSI units across sales, engineering, and support functions.

Actions

- ☑ **Now expanding** GSI implementation and creation capabilities within key vertical industries in support of Hitachi's industry-leading **IOT, Digital Transformation, Big Data Analytics, and Data Center Modernization solutions.**

Results

- Negotiated global agreement with DXC Technology (formerly CSC) that positions Hitachi as one of DXC’s 12 top strategic technology solution suppliers and will **drive growth** for both organizations.

VP, West Division (2011–2016)

Promoted to strategize profit-growth initiatives for hardware, software, and services portfolio across Western U.S.

Actions

- ☑ **Implemented growth strategies through market segmentation** that perfected use of business development resources **without head-count increase**, winning new accounts and building existing customer satisfaction.
 - Implemented industry-nascent challenger-sales method that sharpened sales team in solution-selling and outcome-focused capabilities.
 - Developed enhanced revenue-predictability forecasting method that **improved customer delivery times**, supplying logistics team with greater customer visibility.
 - Customized technology and business solutions **unmatched by competitors** for many big-ticket accounts.

Results & Recognitions

- **Team grew revenue from \$300M to \$600M+** within 3 years. **Inked deals with many prestigious companies**—Amazon, Apple, Yahoo!, PayPal, Adobe, Epic, Successfactors, and more.
- **Recognized as Top VP in Americas** (2014) and received *Global Award for VP of the Year* (2015).

VP, West Global Accounts (2007–2011)

Promoted to implement global sales and customer-service model based on regional-level success in previous role.

Actions

- ☑ **Established standardized client-experience process** for West Division’s hardware, software, and services portfolio, **meeting challenges** posed by cross-cultural organization with self-contained P&L in **65+ locations**.
 - **Implemented** consistent standards in pricing, support, service, and coverage in alignment with Hitachi’s legal, operations, finance, and service perspective, generating new global business development opportunities.

Results & Recognitions

- Team generated recognition as company’s **top-growth and top-revenue producer** for global accounts (2010).
- **Earned VP of Global Accounts Award** (2010).

Director of Sales (2004–2007)

Handpicked by VP to transform sales culture around new strategic direction in Northern California district.

Actions

- ☑ **Recruited and directed** right talent for sales executive and pre-sales engineering teams. Implemented **sales segmentation strategy** that maximized customer experience and drove market share expansion.
 - Improved forecast capability for pipeline development and inspection and close rates.
 - Developed coverage model that **optimized field-resource alignment with market opportunities** from both new territories and competitor accounts plus geographic location (which reduced travel expenses).

Results & Recognitions

- Led team in delivery of company’s **strongest growth and profit-per-employee rates**.
- Received **Director-of-the-Year Award** (2006).

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Sunny Park, CA • 1995–2004

Advanced through 5 positions of increasing scope due to strong sales and team leadership performance, culminating with regional manager role, spearheading all hardware, software, and service initiatives in Northern California territory.

Region Director

- ☑ **Delivered robust sales leadership performance, overcoming challenges of dot-com implosion** by implementing spend and cost-reduction controls, regimented sales disciplines, and traditional market focus.
 - **Applied** Miller-Heiman sales method that:
 - Improved revenue and forecast accuracy.
 - Boosted and unified sales team performance around end-to-end solution-selling capabilities.
 - **Repositioned business development targets** around incremental opportunities in traditional markets (healthcare, financial, energy, oil and gas, and CPG and retail) plus new market and incremental partners.

Education

Santa Clara University, Santa Clara, CA

- ☑ **B.S.—Bachelor of Science, Finance**