

**Jane Doe**  
(address)  
(home phone number)  
(office phone number)  
(cellular phone number)  
(e-mail address)

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## **SUMMARY**

Senior Executive with proven leadership skills, experienced in P&L management, strategic planning, team building, restructuring initiatives, contract negotiations and all sales and marketing activities. An overachiever in respect to sales goals, implementation and profit objectives. Respected strategist known as the "go-to" person who consistently gets the job done. Analytical quick study that thrives on challenge and brings order to chaos. Outstanding communicator and public speaker with strong interpersonal skills.

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## **PROFESSIONAL EXPERIENCE:**

**Ernst & Young – National Practice Security Technology Solutions** **2000 – Present**

### **Senior Manager / Associate Director of Sales, Chicago, IL**

Hired by Firm's National Practice. One of two "fast track to partner" hires. Plan was \$2.5MM (six month) revenue generation, account coordination and project oversight of firm's security services. Manage and oversee staff of 40+. Focus CXO levels in defined National Accounts. Work with C levels to implement security architecture framework wrapped in consulting revenue implementations.

- Closed business at Motorola, Baxter (Channel 2 accounts with no existing E&Y services), and Aon
- SANS Institute

## **NETIGY CORPORATION**

**1997 - 2000**

### **Regional Director of Sales, Schaumburg, IL**

The Regional Director reported to the President (Netigy has no Sales VPs). I was responsible for \$40 million in revenue and 80 direct reports: 40 sales reps, 30 consultants and 10 pre-sales reps in 14 states and Canada. Netigy was a pre-IPO network infrastructure consulting firm focusing on optimization of the network through architecture, management, performance, and security holistically wrapping around the layers of the network infrastructure.

#### **Selected Accomplishments**

- Top region in country in 1997-2000 based on four parameters: Total Revenue 112%, Total Engagement Value (TEV) 117%, Billing Utilization, 101%, and Average Billing Rate (ABR) 122%

**LUCENT TECHNOLOGIES – Network Care Professional Services Division** **1996- 1993**

### **Global Solutions Manager, Naperville, IL**

Had responsibility for team of sales, service, project managers, and pre-sales (team of approximately 40). Lucent Technologies NetworkCare Professional Services Division provided professional services including network security and consulting network maintenance and monitoring including software sales of VitalSuite (an end user service availability tool and network performance tuning tool). The Global Solutions Management position utilized resources (reports) from Lucent's field force.

#### **Selected Accomplishments**

- Sold and booked over \$72,000,000 of Data Services in 1996 vs. \$20,000,000 of plan – 360% of plan.
- Sold and booked over \$38,000,000 of Data Services in 1995 vs. \$6,000,000 of plan – 633% of plan.
- 1996-1994 President's Club winner

- Number *one* GSM in country (before leaving) in 1996
- Number *two* GSM in country in 1995

**SILICON GRAPHICS, INCORPORATED**  
**1989**

**1993 -**

**Account Manager, Schaumburg, IL**

Silicon Graphics, Incorporated provides high-end UNIX hardware from the desktop workstation, to the super computer. Focus sales areas were pre-press and publishing, large database applications, and financial institutions. Sold consulting implementations into target accounts to "Fast Start" customers.

**Selected Accomplishments**

- Sold *over* \$8,800,000 (vs. plan of \$3,500,000) of *new* revenue to: AMOCO, RR Donnelley & Sons, Abbott Laboratories, May & Speh, and Metro Mail - 251% of plan.
- 1991 and 1992 Presidents Club

**MIDLAND BUSINESS SYSTEMS, INC. (Sybase Key Alliance Partner) 1989 - 1983**

**Regional Manager, Business Development, Chicago, IL**

Hired to sell, implement and integrate Sybase software through the five MBSI service organizations providing solutions in: Object Oriented Consulting, PC / UNIX sales, internet solutions, and high impact training solutions. Managed services through 40 Sales reps and 40 Consultants

**Selected Accomplishments**

- Sybase Software Sales - Sold \$3,500,000 of Sybase software revenue in 1988 vs. \$1,200,000 plan
- Strategic Technology Resources (STR) - Sold \$3,685,000.00 (vs. plan of \$1,000,000) in new consulting services to: Tribune Company and RR Donnelley in 1987

**ALLNET COMMUNICATION SERVICES, INC.**

**1983 - 1981**

**Regional Manager, Chicago Business Center, Chicago, IL**

**Selected Accomplishments**

- Responsible for 75 sales and support reps including Branch Managers and a paging division.
- Increased new sales revenues in 1982 by 53% over 1981 new sales revenues while reducing expenses by 15%.
- Managed P & L budget to 112% of \$31,360,000 vs. \$28,000,000 plan. Top region at Allnet.
- Number one in Area 1983.
- Increased revenues 178% 1982.
- Consistent member of the *President's Clubs*.

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**EDUCATION**

Bachelor of Arts Degree, Northern Western University, 1980  
Major in Communications, Emphasis in Business Administration