

Resume

Experience

BrickHouse Security - CEO

Pumatech, Inc - Developer of Intellisync

enterprise synchronization software.

Director of Technology Licensing

Built and managed a team of sales and technical resources to achievement of 138%.

MapQuest.com - an AOL Property delivering location based solutions.

Manager, Business Solutions Group (technology & content licensing)

Successfully set new record for the fastest time from hire to enterprise software license and signed the most new OEM server software licenses.

Adobe Systems, Inc. - Billion dollar software company focused on print,

internet and video.

Territory Manager, New York Metro

VAR Account Manager, North East.

Exceeded quota consistently, ranking in top 10% of sales team, grew and managed northeast VAR channel with annual quota of \$14M.

Apple Computer Inc.

Claris Corporation - Developer of File Maker relational database

Claris/AppleSoft - Channel Marketing Manager, North East

Apple - Associate Reseller Account Manager, Mid Atlantic

Apple - Higher Ed Marketing Representative, D.C. Metro.

Recognized as "Most Effective Presenter", AppleSoft.

Education

The American University, Washington, D.C.

Kogod College of Business Administration

B.S./B.A., Enterprise Management

Advanced training:

- Huthwaite - SPIN Selling
- Miller Heiman - Strategic Selling
- HyCurve - Internet Development
- Executive Communications - Public speaking
- Target Account Selling
- Adobe Technical Demonstration training
- Channel Account Management

Computer experience

Act, GoldMine, Outlook, SalesLogix, Salesforce.com, MS-Office, Adobe products, FileMaker and practical internet development experience.

Public Speaking

I excel at public speaking and turning engagements into lead generation. My public speaking experience includes product launches at major trade shows, executive sales presentations, panel discussions and debates at trade shows and associations.

- Comdex - Product launches for Apple and Adobe
- NAB - Adobe After Effects 4 product launch
- Seybold - Product launches and panels for Adobe
- Angelbeat - Panelist on wireless and the enterprise