
OBJECTIVE

I am seeking to further my career in sales utilizing my 15+ years of software development and sales experience where management needs an individual who can make things happen. I have a track record of successful accomplishments in the following key areas: business intelligence, customer relationship development, sales support, project management, product development and presentation.

TECHNICAL SKILLS

- Business Objects Enterprise 6.5 and XI
- Live Office
- Data Services XI (w/ Data Quality)
- Microsoft SQL Server 2000, 2005
- SAP Solution Integration
- Windows & Office Suite
- Load Balancing and Fail Over
- LDAP Integration
- HTML, XML and Web Design
- Visual Basic, .NET, Java
- WebIntelligence
- All Things Crystal Reports
- Metadata Manager
- Microsoft Analysis Services
- SAP Netweaver BW
- UNIX Administration
- TCP/IP, POP3, SMTP, etc
- PeopleSoft 7.5
- Apache Web Server
- Development Methodologies
- Performance Management, BSC
- Crystal COM and Java SDK
- Xcelsius 2008
- Oracle Database
- BEA WebLogic Server 8.1
- Server Tuning and Performance
- Lotus Notes R5/Domino
- Siebel 2000 and 7.5
- Tomcat Application Server
- Systems Analysis & Software Design

PROFESSIONAL EXPERIENCE

SAP Business Objects, Atlanta, Georgia August 2001 – present

SAP Business Objects is a leading, global provider of business intelligence software and services with more than 20 million licenses shipped. We develop, market and distribute software that enables organizations to track, understand and manage enterprise performance.

Principal Solution Advisor

- Achieved President's Club 2002, 2003, 2006, 2007.
- Used every opportunity to disseminate important information to the team, organization and beyond through internal collaboration solutions and an external business intelligence blog.
- Regularly provided strategies and solutions to complex problems, while working beyond the products technical limits to satisfy customer's business needs.
- Developed Proof of Concept engagement standards that were adapted through the sales consulting organization to help us set customer expectations, communicate the value of our solutions and improve our win/loss ratio.
- Primary sales consultant responsible for coordinating resources and helping close an Enterprise Reporting Agreement with Coca-Cola, resulting in potential revenues of \$10M, and potentially the largest corporate sale in company's history.
- Raised Business Objects Solutions within Bank of America to the level of an enterprise standard, consistently beating the competing incumbent standard, Actuate.
- Chosen as top regional resource for our SAP, Siebel, Lotus Notes, Advanced Crystal Reports development.

VCG INC., Norcross, Georgia September 1997 – August 2001

VCG is an Internet software and business-to-business ecommerce provider. The Company's Internet software fills the role of both customer relationship management (CRM) and enterprise resource planning (ERP) applications.

Sales Engineer '00 – '01

- Worked as a shared resource for eight sales people, providing crucial technical expertise for software presentations.
- Helped sales build demonstration data to highlight the strengths of our solution and the weaknesses of our competitors. Also provided regular product upgrades from development.
- Produced key technical sales literature and software presentation techniques to assist in winning new business.
- Rolled out a Q&A database to act as a repository of knowledge for future sales questions and objections.
- Developed technical training and orientation program for all new employees to the sales team.

Development Manager '97 – '99

- Managed the 8 person development team for our flagship Lotus Notes product.
- Determined the scope and impact of software changes, and then worked with the team to guarantee the successful coding and implementation of these changes.
- Introduced standardized methodologies which helped improve product quality and on-time delivery.
- Provided regular management reports to the CEO, which summarized current issues, product schedules, defect tracking.

DATATRAC CORPORATION, Atlanta, Georgia August 1993 – September 1997
Datatrac develops and supports computer systems for the "time sensitive" delivery industry.

Sr. Software Engineer/Manager

- Managed two programmers and completed hundreds of custom projects for our clients.
- Consulted with clients to analyze their needs, estimate the programming effort, code the software programs and guarantee the customers 100% satisfaction.
- More than 35% of the custom modifications were integrated back into our standard product.
- Designed custom projects to create reusable code modules to speed future software development.
- Provided in-house AIX and SCO UNIX expertise and implemented tuning parameters to optimise our software's performance on our supported hardware platforms.

OPERATION MOBILISATION, March 1989 -- August 1993

Software Engineer, Weston Rhyn, England

- Conducted interviews with international offices to gather requirements and designed the main software subsystem to meet user needs, and then lead the development cycle for that subsystem.
- Successfully used CASE tools to assist in the design of the underlying database, user interface and information flow.
- Had the foresight to reserve the domain name, om.org and introduced staff to the use of e-mail for intraoffice communications.

CERTIFICATIONS & AWARDS

Principal Lotus Notes R5 Certification, December 1999
Crystal Java Certification – Level 1, July 2003

MVP Presales Consultant, Eastern Region 2002
Team Player – Q3 2004
Top Sales Consultant – Q4 2004
Outstanding Presales Achievement – Q2 2005
Sales Consultant of the Quarter – Q3 2007

EDUCATION

University of Illinois, Champaign, IL, B.S. Degree -- May 1989, GPA 4.3/5.0
Field of Concentration - Mathematics and Computer Science.
Learned to speak German fluently while studying at Philipps-Universität in Marburg.

Professional Courses (2001 - present)

Infomantis Personal Sales Effectiveness - June 2001
Crystal TopGun Training – July 2001
Crystal ERI Training – July 2003
Business Objects Integration Champion – December 2003
Business Objects Suite Training – Late 2004
Customer Centric Selling – February 2005
Data Integrator XI Training – May 2005
Advanced Migration Concepts – February 2006
Crystal Xcelsius Training – March 2006
FirstLogic IQ Training – July 2006
BEA Weblogic Integration Server 8.1 – September 2006
SAP Secondment – September 2007
SAP Level 2 Training – April 2008
Roadmap Training – July 2008
Value Engineering – October 2008

REFERENCES

Available upon request.