

EDUCATION

Northeastern University
MBA

University of New Hampshire
B.S. Mechanical Engineering
Ocean Engineering and Business minors

SUMMARY

Experienced Technical B2B Account Executive: Grows clients and leads in new client acquisition
Smart Drive: Some people work hard, others are efficient, combine the two and accomplishments and outputs are maximized.
Problem Solving: Live outside the box, seeing solutions others don't see and not afraid to try new approaches or abandon the old.
Changing Shoes: Decades of experience, empathy and highly observant put me in the clients shoes to understand problems and find solutions.
Technology: SASS, Industrial Automation, Manufacturing, Hardware, Software, Security, IoT, Telecom, IT Services, BPO and Networking experience creates a fast learner, nothing is too complicated.
All sizes: 20 years working for multinational corporations, plus start ups, small and medium businesses

EMPLOYMENT

PTC RESELLERS

Sr. Solution Sales Executive

Portsmouth NH

2020 to Current

New Logo and strategic client ARR growth. SASS and on premises subscriptions for the Digital Thread components (CAD, PLM, IoT, & Augmented Reality). Deployment services and tailored services. Solutions include Smart Connected Operations and Smart Connected Products. Started with 3HTi, now with Sconce, a premier PTC partner. Sell independently and team with PTC channel teams.

GLOBALDATA

Sr. Account Executive

Portsmouth, NH

2017 to 2020

Market Intelligence Platform (PaaS) IT (software, hardware, networking, security, IoT, AI, Big Data), Telecom (operators and infrastructure vendors), plus vertical platforms for Healthcare, Oil & Gas, Power, Medical Devices, Retail and others. Custom projects for strategy and planning.
Top New Client Account Executive, 100% client retention and growth in 75% of clients.

TECHNOLOGY BUSINESS RESEARCH (TBR)

Sales Director

Hampton NH

2006 to 2017

New Business Sales Director: Team added 20 new clients in year 1, 28 new clients in year 2. Created all marketing content for lead generation.
Sales Director: Team delivered 1/3 of company revenue, including my \$1M+ quota, team always over quota
Account Executive: Quota attainment 95% to 110%, grew Dell to \$750K, Huawei to \$1M, Verizon to \$300K and many others
Solution sales of consulting projects for pricing, strategy, product requirements, customer satisfaction, BPO and competitive go to market actions.

KNOWLEDGE INSTITUTE

Business Development Director for Buzgate.org

Exeter, NH

2005 to 2006

Hunted clients that filled the small business platform with content

BEACON GROUP - BUSINESS CONSULTING

Business Development Director

Portsmouth, NH

2004 to 2005

Hunted and grew industry leading clients.

COMVERSE - TELECOM INFRASTRUCTURE OEM

Sr. Marketing Manager (telecom and wireless internet)

Wakefield MA

1999 to 2004

Marketed and sold Wireless Instant Messaging, Ringback Tones, Prepaid system and other services to Telecom Service providers in the Americas
Wireless Business Technology Cover stores: Revenue at your Door October 2004 and Who will own Instant Communications 2002
US Patent: Combining Ambient sounds and voicemail messages

SCHNEIDER ELECTRIC (FORMER AEG/MODICON)

Program Director, Sr. Program Manager, Project Engineer

Andover MA

1989 to 1999

Global Product Line responsibility, New Product Development Process, Program Management, Industrial Automation PLC, SCADA, Motion Controls, MMI

AMERICAN CIMFLEX

Sr. Controls Engineer

Franklin MA

1988 to 1989

Controls Engineer - Automated car radio assembly line for Chrysler, Ford Engine Control Module assembly line

TVC

Controls Engineer

Portsmouth NH

1986 to 1988

Specified, designed, coded, MMI software process control systems for Utilities, Energy, fish ladders and more

ACTIVITIES

CONSUMING GOVERNMENT · Author

Published June 2019 www.consumegov.com

LEADERSHIP NEW HAMPSHIRE · Class of 2017

VOLUNTEERING

NH RANKED CHOICE VOTING & THE PEOPLE · Board Member and House of Delegates

2020 to Current

RYE CIVIC LEAGUE · President

Keeps residents informed and engaged to better manage town government

PAN MASS CHALLENGE (DANA FARBER/JIMMY FUND) · 31 Year Rider

175 mile bike ride to fight cancer. Personally raised over \$175,000

13 SEASONS OF COACHING YOUTH SPORTS TEAMS