

# BRUCE MARSHALL

(347) 535-4562  
[amanda@thejobchick.com](mailto:amanda@thejobchick.com)

1234 Your Street Here  
Your City, ST 12345

---

## GLOBAL ACCOUNT OPERATIONS

Tenacious, Ambitious, and Loyal **Sales Leader** with 15+ years of extensive experience in developing and directing sales operations for global companies; specializes in the Systems Integrators Space. Extremely competent individual manifests an impressive record of success in meeting and surpassing the expectations of large partners such as IBM, ATOS, Tata, Time Warner etc.

### *Unparalleled Expertise in Developing Sales Strategies Resulting in Business Growth*

Highly motivated to take sales territory to success, candidate has developed a history of increasing revenue, expanding customer accounts and driving market growth. Dedicated professional has a winning attitude and a passion for developing new business; possesses strong ability to convince customers towards optimal sales, through high level of determination, positive attitude and hard-work. Proven expertise in building repeat business and establishing long-term positive customer relationships at all levels.

- ✦ Account & Relationship Management
- ✦ Strategic Selling & Lead Generation
- ✦ Proficient Social & Interpersonal Abilities
- ✦ Skillful Communicator & Negotiator
- ✦ Exceptional Customer Service Skills
- ✦ Strategic Planning & Outside Sales

---

## CAREER HISTORY

**Dell Inc.** 2014 - Present

Sales Professional – Global System Integrators/Channel

- ✦ Responsible for the performance of an **account set of 110M per year**; demonstrated an exceptional knowledge of the Systems Integrators space, successfully managing high value accounts.
- ✦ Successfully orchestrated the **Sell-to, Sell-Through, and Sell-with** approaches on a global basis; assumed full accountability for the full catalog of offerings, servers, storage, software, and EUC.
- ✦ Built and maintained favorable working relationships; **maximized client longevity and growth** through the identification of new opportunities, strong customer satisfaction and the implementation of best practice sales strategies; **worked with the largest companies in this industry** such as ATOS, CGI, (Hybrid Cloud) IBM, TATA Consultancy Services (Hybrid Cloud), and Cognizant totaling 95 million annually.
- ✦ Demonstrated strong business acumen, proactively working to provide the best possible results for the company, and **continuously add an increased value to the customers'** business; provided strategic advice and direction to customers in order create and refine their desk-top-as-a-service offering as the market has changed from Capex to an Opex operating model to match the IT Transformation trends.
- ✦ Improved business performance, consistently **meeting and exceeding established sales goals**; achieved 136.5% blend for FY2016, 125% Margin attainment for FY2016 and GSI MVP FY16.

**Concentric Saw and Tool, LLC** 2008 – 2014

Regional Account Executive

- ✦ **Provided effective and efficient account management** of the large territory composed of Houston Metro Area, Dallas, Ft. Worth, Waco/Temple, Austin, and San Antonio greater areas.
- ✦ Secured new and expanded business opportunities through prospecting, networking, relationship building, and the deployment of various innovative sales techniques; **contacted C-Level executives and high level buyers** to introduce company's offerings; demonstrated strong ability to quickly establish rapport and credibility and built favorable business relationships with key decision makers.
- ✦ Kept current with market trends and competition to insure sales plans will maximize pipeline and revenue opportunities; maintained close collaboration with clients and thoroughly understood their specific needs; made certain customers are provided with **outstanding customer service**
- ✦ Established a new territory from scratch; continuously strived to identify and **incorporate best practices** within the field of work; surpassed company expectations by 68% in first year of new territory and maintained an average revenue growth of 30% for 3 consecutive years.
- ✦ Maximized the professional development and performance of employees with the **delivery of highly effective training to new sales representatives** for Greater Houston Metro area.

**Dell Inc.** 2002 – 2008

Global Account Manager – Global 500 (2005 – 2008)  
Account Manager – Industry Solutions Group (2004 – 2005)  
Inside Sales Professional – Home Sales (2002 – 2004)

- ✦ Worked to heighten core business values and **maximize sales results**; increased the sales of company's services, being accountable for handling the relationships with fortune 500 companies among which Time Warner Company and all subsidiaries including, Warner Brothers, AOL, Time Inc, etc.
- ✦ Established and **maintained strong, cooperative relationship with the outside sales team** in order to ensure synergy, effectiveness and continual improvement of the working efforts.
- ✦ Utilized a variety of techniques to meet assigned targets for profitable sales volume and strategic objectives within assigned accounts; spearheaded the business through **total solution selling, LOB conversions and margin improvement** in the face of both client and server reverse auctions.
- ✦ Surpassed sales goals driving customer preference for company's services; **generated incredible results**; FY07' blended attainment 126% and FY08' blended attainment 134%.
- ✦ **Worked congenially and collaboratively** with field team to identify and create opportunities to integrate Dell products into the customer's end solution.
- ✦ Executed each activity to drive the customer experience in a positive way and **delivered high quality customer service**; engaged in a close relationship with customers in order to thoroughly understand their needs and boosted the sales of all lines of business; provided tailored solutions that met customers' requirements and drive success leading to **substantial growth of existing accounts**.

## EDUCATION, TRAINING & TECHNICAL SKILLS

Texas State University, San Marcos, 16 hours left to complete a Speech Communication Degree  
Minor in Business Administration  
Dell, EUC and Enterprise Product Knowledge, Yearly Trainings

MS Word ✦ MS Outlook ✦ MS PowerPoint ✦ Excel ✦ Salesforce.com

## NOTABLE HIGHLIGHTS

Dell Account Manager GSI (Global Systems Integrators) of the Year 2015  
Account Manager of the Half 1H2016 GSI  
Account Manager of the Half 1H2017 GSI  
Exceeded Quota by for 12 Consecutive Quarters by 135% or Greater  
Rep of the Half 5/12 Quarters  
Silver Level Service Award Winner

[www.TheJobChick.com](http://www.TheJobChick.com)  
References Gladly Provided Upon Request