

JOHN BLEVINS

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TECHNICAL SALES EXECUTIVE

Experienced Technical Sales Executive capable of leading strategic business development efforts to grow a technical business. Expertise in product lifecycle management including strategic market analysis, partnership alliances, competitive positioning, company spokesperson duties and working with the product development team to incorporate market-driven improvements to move products to the next level.

AREAS OF EXPERTISE

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|---------------------------------------|-------------------------------------|---------------------------|
| ♦ Strategic Business Planning | ♦ Key Partnership Alliances | ♦ Strategic Selling |
| ♦ Corporate Communications | ♦ International Business Experience | ♦ Business Development |
| ♦ Leadership / Motivating / Mentoring | ♦ New Market Penetration | ♦ Global Business |
| ♦ New Organization Establishment | ♦ Cross Team Coordination | ♦ IT Systems / Structures |

SUMMARY

- Top performer with consistently high marks in 16 years with Microsoft, Oracle and Shell.
- Twelve years global consulting experience to over 130 large multinational firms.
- Strong communication skills with the ability to translate complex technical concepts into business terms.
- Proven sales quota attainment of 827% while moving my geography sales from lowest rank to number 2 of 18 in one year.
- Increased Database Server sales to over 300% of quota on \$50M in revenue.
- Managing and directing the efforts of a 5 member team including field sales, inside sales and system engineers.
- Successful multi-product sales, delivering on 6 products under responsibility and 12 other indirect platform products.
- Effective virtual teaming with Developers, Product Management, Consultants, System Architects, Account Executives, Partners and Marketing since I have been a member of each group except Marketing in previous roles.
- Outstanding consulting, communication and client relation skills resulting in high client satisfaction results.
- Large audience technology conference speaker on firm's technologies, methodologies and best practices.
- Coordinator of multi-city technology seminars with 500 participants.
- Author of technology direction white papers and methodologies.

PROFESSIONAL EXPERIENCE

Microsoft Corporation **Los Angeles, Dallas, Miami** **1998-Present** **Solution Specialist, Senior Technology Specialist & Business Intelligence Field Product Mgr.**

- Top 30% Technology and Solution Specialist for Unified Communications & Collaboration, XML Data Integration and Database/Business Intelligence technologies.
- Highly successful Solution Sales Professional for national, regional and local accounts responsible for \$6M to \$50M in revenue from 7 different roles.
- Closed multi-year account sales opportunities in excess of \$1M at three accounts.
- Created & conducted award-winning Telecommunication .Net Day nationwide training and knowledge dissemination program to 420 participants.
- Developed and implemented regional Business Intelligence Jumpstart Program involving 40 partners and 5 ISV's to 250 participants.
- Co-created and conducted first ever BizTalk Training Academy course. Instructor for students around the globe in first class. Course materials now in use by subsequent instructors.
- Product launch speaker at 1 global and 7 regional software release events.

