

Name

Company**2000 - 2004**

Brief Company description, market, territory and product/solution

Director of Sales

Responsible for the development and deployment of advanced development courses (Java, C++, COM, etc.) to R & D and Engineering departments within small and large companies.

* Leading revenue producer in the Western region for 2003 and 2004.

* Consulted with top management and training coordinators to determine educational needs and professional skills necessary for each department.

* Assisted coordinators in marketing of courses and pricing strategies.

* Developed and maintained executive-level relationships with high technology client base, while providing expertise in learning solutions, leading edge technology and customer relations with operational staffs for day-to-day activities.

EDUCATION:

* MS in Mass Communications and Journalism, San Jose State University

* BA in Sociology with a Business Emphasis UCLA

AWARDS:

2008: Special Recognition for bringing in the company's largest global client, President's Club Award - Platinum Achievement

2006: Sales Rep of the Year, Enterprise Major Account Team of the Year

2001-2002: President's Club Award, Top Gun Award, Enterprise Major Accounts Team Q3, Salesperson of the Quarter Q1 2002, Sales Team of the Quarter Q1