

GARY A. BURNS

7 Brian Terrace • Spring Hill, VA 20166 • 705-444-5555 • burns@earthlink.net

REGIONAL SALES MANAGER

Goal-oriented and results-driven regional sales manager with 13+ years of success in technology solution sales. Expert at forging B2B sales relationships, generating revenue growth and driving marketing initiatives. Recognized for ability to build, guide and sustain successful sales teams within highly competitive industries. Highly adaptive and at ease establishing and maintaining excellent relationships with C-level executives and senior management. Solid track record of negotiating and closing contracts, and executing aggressive sales strategies. Demonstrated ability to create client loyalty above and beyond the sales relationship.

Areas of Expertise:

Sales Management • Business Development • Competitive Marketing Planning • Revenue Growth
Business-to-Business Sales • Training • Customer Relationship Management • Sales Strategy
Performance Management • Contract Negotiations • Executive Presentations
Consultative Selling • Territory Development • Project Management
Key Account Management and Retention • Product Launches

PROFESSIONAL EXPERIENCE

MT. EVEREST INC., Dulles, VA • '05-Present

A privately held and leading ERP solution firm servicing small- to medium-sized businesses (SMBs).

Sales Manager – Channel and Account Management: Manage existing strategic ERP clients; supervise seven account representatives selling to existing global customers. Identify new business opportunities and oversee all field sales activities, including customer relationship management and contract negotiations. Implement strategic plans and redesign territories to increase overall market share and assist sales teams in achieving goals and objectives. Hire and mentor sales representatives.

- Earned Top Gun award five out of seven months; ranked as the #1 sales representative in '08 (out of 22 sales representatives).
- Trained and managed sales teams; earned recognition for selling 51% of total revenue for West Coast sales team in '06.
- Ranked as the #1 sales representative companywide for total revenue in '06.
- Effectively doubled client base in less than 24 months and generated the highest retention rate (92%) companywide in '05.
- Identified, cultivated and successfully closed new accounts over an 18-month time period.

SAVY COMMUNICATIONS, Herndon, VA • '02-'05

A public telecom network and hosting solutions company.

Major Account Manager: Drove incremental revenue growth by securing telecom network and hosting solutions accounts and co-location sales to global, mid-market and financial services companies. Managed 80+ accounts and directed all sales activities, including lead generation, client and vendor relations, and contract negotiations; served as the subject matter expert for network and financial product lines. Developed strategic training programs; conducted in-depth training seminars.

- Consistently achieved year-over-year sales increases.
- Ranked as the top producer in Major Accounts throughout '03; earned ranking as the #3 sales representative (out of 39) in annual sales.
- Tripled reference-able customer base in first 12 months of tenure.
- Selected by senior management as one of 12 members for the Service Recovery team.

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ALLEGIANCE ETHERNET (formerly Intermedia / DIGEX), Bethesda, MD • '98-'02

A publicly held voice and data services company; acquired by WorldCom.

Regional Sales Manager / Department Head • ('00-'02): Selected by SVP to spearhead the creation of a new sales division selling hardware and Internet services; managed an inside sales team of 14 account executives and two managers. Determined and set strategic sales objectives; determined annual projections; developed business plans. Identified new business opportunities and increased sales with existing customers. Developed, trained and motivated sales teams; conducted performance reviews.

- Surpassed annual revenue target of \$41M in '02.
- Ranked as the #1 sales manager; generated more than 50% of revenues for entire Internet Division in '02.
- Consistently exceeded annual sales forecasts and revenue quota during tenure; averaged 182% of quota and 168% of security targets in '01.
- Managed team that earned President's Club distinction and Circle of Excellence Award in '00.
- Facilitated 11 department transitions, and assisted with due diligence reporting for the company's acquisition and successful purchase.

District Sales Manager / Team Leader / Sales Representative • ('98-'00): Managed team of eight inside and four outside sales representatives; opened new market selling IP products and managed services. Created and implemented a team mentoring program that was adopted by six internal teams. Conducted executive presentations and spearheaded legacy product migrations. Prospected and secured new business opportunities. Recruited, hired and trained new team members; designed and implemented new training practices.

- Supported team of 11 sales representatives as the team leader; served as a key participant and information resource on an ICB.
- Earned President's Club award; ranked in the top 25% out of 900+ sales representatives and generated over 110% of annual sales quota.
- Ranked as the #5 sales representative (out of 96) in nationwide security sales in '99.
- Earned recognition for generating the highest percentage of quota during 2Q '99.

CABLE & WIRELESS, Arlington, VA • '97-'98

A global supplier of internet, data and voice solutions to business customers.

Major Account Manager: Researched, qualified and generated new outside sales leads; cold called and utilized needs-based sales tactics to secure new accounts; supported business development activities. Managed and maintained key account relationships; conducted presentations to C-level executives and senior managers.

- Elevated sales by effectively identifying and creating new networking opportunities and strategic partner affiliations.

EDUCATION & PROFESSIONAL COURSEWORK

Bachelor of Science, Dance • Skidmore College, Saratoga Springs, NY
"Semester at Sea" through University of Pittsburgh

Customer Centric Selling • Miller-Heiman Strategic Selling • Miller-Heiman Management Development
Miller-Heiman Conceptual Selling • Akina Sales Training • Basics of Indirect Marketing
7 Habits of Highly Effective People • The Art of Persuasion • What Matters Most
Problem Solving and Effective Decision Making • Time Management

COMPUTER SKILLS

Microsoft Office (Outlook, Word, Excel and PowerPoint) • Remedy • Vantive • Filemaker • Everest
OnContact • GoToMeeting • WebEx • LivePerson • Eloqua • Internet Research Techniques