



Tracy Jones

Enterprise Software Sales Executive | Solution Sales Specialist

Hunt → Differentiate → Tailor → Take Control → Execute

Forward and disruptive thinking adviser that brings 14 years of experience driving execution in enterprise software transactions across virtually all sales verticals. Specialist in delivering winning presentations that capture board-room level engagement while teaching insight and unique perspectives to the customer. Utilizes “The Sales Challenger” strategy of pushing the customer out of their comfort zone using empathy and control. Accolades include multiple President’s Club and Top Sales Person awards.

B2B ~ SaaS ~ Cloud ~ Content Management ~ Big Data Analytics ~ Software Development Solutions~ VAR ~ Greenfield Accounts ~ Channel Management ~ Sales Roadmap Strategy ~ Sales Presentations Trade Shows ~ Lead Generation ~ Product Development

14 YEAR SALES CAREER PROGRESSION – SOFTWARE SOLUTIONS

Field Sales, Account Executive, Company & Company → Account Executive, Data Company ↙
Director of Sales, Data Company → Tactical Software Solution Executive, IBM ↙
Enterprise Accounts Manager, Software Corporation

ENTERPRISE SOFTWARE SALES ACHIEVEMENTS

Software Corporation..... 2012 - Present

Major Accounts Manager, Enterprise Division

Big Data Analytics • Embedded Analytics • Customer Communication

Tapped by North American CEO after company realignment to lead the newly developed iEnterprise sales group focused on rejuvenation of legacy client contracts.

- Achieved President’s Club status for exceeding 100%+ quota.
- Produced \$1.7M against \$1.4M software sales quota during revenue year 2013 – 2014
- Secured multiple licensing upgrade contracts including a 3 year upfront \$1M Cloud contract.
- Closed \$11M in maintenance renewal contracts.
- Wins include Morgan Stanley, MetLife, JP Morgan Chase, Trane, Inc., and Goldman Sachs.

IBM Corporation..... 2008- 2011

Tactical Software Solution Executive

One of few Company name sales executives assigned to a direct line role after acquisition. As one of the five brands within IBM, The IBM Tactical Software portfolio consists of 200 products focused on the Systems Engineering and Product Lifecycle Management solutions.

- **Personally prospected and won \$3.3M contract with a technology company.**
- Awarded President’s Club in 2008 & 2010.
- Achieved quota results of 193% in 2010, 134% in 2010H1, 236% 2010 H2, and 2009 200% license order increase over 2008.
- Managed C-level relationships including McGraw-Hill, Panasonic Automotive, Canon, Avis, Viacom, Pearson, Cablevision, Wyndham Worldwide.

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