

Sean C. Blackson

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My goal is to help clients accelerate Technology Modernization allowing them to focus on achieving Competitive Advantages and driving Business Outcomes.

AREAS OF EXPERTISE

- Results-driven and seasoned technology sales professional with a proven track record of exceeding targets and driving revenue growth across diverse markets.
- I excel in cultivating strategic relationships, identifying client needs, and delivering innovative solutions that align with technological trends.
- Adept at navigating complex sales cycles, I bring a dynamic blend of technical acumen, consultative selling, and a relentless commitment to achieving and surpassing sales objectives.
- 10+ years' experience building and leading front-line sales teams as well as 2nd Level leadership.
- 20+ years' experience selling Enterprise Infrastructure, Cloud, Hybrid Cloud, Professional Services, SAAS, Unified Communications and CyberSecurity solutions.

EXPERIENCE

ALTUM SOFTWARE | Senior Sales Manager, January 2024 - Current

- Working to turn around a declining business by shifting from extreme discounts to identifying new buyers and taking share from our competitors by implementing:
 - 9 Block Strategic Sales Targeting
 - Account Based Marketing efforts
 - LinkedIn Sales Navigator with ZoomInfo
 - Target Account Selling strategies

LUMEN TECHNOLOGIES | Enterprise Account Director, May 2023 – Current

- 146% of Goal in FY23, Exceeding monthly goal in 7 of 8 months.
- Responsible for driving Lumen Solutions into 12 Fortune 1000 companies including Network, Security, Cloud, Professional & Managed Services, and Unified Communications
- Prospect for new business leveraging LinkedIn Sales Navigator, ZoomInfo, Marketo, DemandBase, Altify, Seller360, Business Development Reps, Field Marketing, EcoSystem Partners
- Maintain an accurate Forecast & Deliver a reliable Revenue commitment each month.
- Use Salesforce for Altify Account Plans, Opportunity Plans, Call Reports, and Forecasting

VARONIS | Regional Sales Director, June 2022 – November 2022

- 114% of Goal in FY22, Exceeding quarterly goal in 2 of 2 Quarters. WFR in Nov2022
- Lead a team of 6 Enterprise Sellers to consistently deliver revenue targets – ensuring company revenue goals and objectives are achieved quarter over quarter and year over year.
- Win new logos through Account Based Marketing, Field Marketing, Business Development, Webinars, Marketo Campaigns, Channel partners, and Ecosystem partner activities.
- Leverage Heat Maps to identify new opportunities inside of existing accounts and identify prospects through ZoomInfo and LinkedIn Sales Navigator.
- Use Salesforce extensively for Account Plans, Call Plans, Call Reports, and Forecasting

PANZURA LLC | Senior Director of Sales, June 2021 – May 2022

- Drive sales strategy and execution to deliver 100% Y/Y growth of Hybrid Cloud Data Management Software

- Second Line leadership managing 44 sellers including Commercial, Enterprise and Technical Presales
- Lead sales training and implement disciplined sales process from Marketing to Close to Post Sales
- Implemented tools to improve sales effectiveness including ZoomInfo for Sales Prospecting, Field Marketing to drive the top of the funnel, VisualizeROI to deliver quality proposals with Technical & Financial benefits, Performance Plans plus Performance Reviews, Dashboard Reporting

DELL TECHNOLOGIES, FEBRUARY 2010 – FEBRUARY 2021

Regional Sales Director, Compute & Networking Solutions; February 2017 – February 2021

- Grew the business from \$75MM to \$365MM (386%) in 3 years; Manager of the Year 2018
- Manage team of 12 direct sales specialists responsible for delivering Compute and Networking Solutions to Enterprise end users in TOLA market including:
 - Servers and Networking products for traditional virtualization and application workloads
 - High performance compute systems for AI/ML, Data analytics, Business
 - Hybrid cloud solutions on converged & hyperconverged systems

Regional Sales Director, Enterprise Solutions Group; February 2013 - February 2017

- Regional Sales Director of the Year 2015, Circle of Excellence FY16
- Grew the business from \$60MM to \$150MM (150%) in 3 years; Manager of the Year 2015
- Manage team of 8 Sales Specialists and 4 Sales Engineers in TOLA Region responsible for selling Datacenter Solutions including Servers, Storage, Networking & Converged systems across Commercial and Public Sector
- Maintain 95% accuracy on forecasting in Salesforce.com

Enterprise Sales Specialist; February 2010 – January 2013

- Exceeded plan in 11 of 12 quarters.
- Individual contributor selling Dell Datacenter solutions including Servers, Storage, Networking, Virtualization, Disaster Recovery Solutions to Commercial End Users
- Drive opportunities into the top of the funnel through Prospecting, Field Marketing, Executive Door Openers and Channel and EcoSystem relationships
- Drive successful sales campaigns from Assessments through Executive Proposals

ADDITIONAL EXPERIENCE

HPE | Enterprise Storage Specialist, Dallas TX

EMC | Product Specialist, Dallas TX

DELL INC | Sales Manager, Round Rock TX

DELL INC | Acquisition Account Executive, Round Rock TX

DELL INC | Inside Sales Representative (Federal), Round Rock TX

AWARDS & ACHEIVEMENTS

Regional Sales Director of the Year, FY2018, FY2015

Account Executive of the Quarter, Q1FY04, Q1FY02,

Circle of Excellence, FY16, FY99, FY98, FY97

Gold Customer Experience Award, May 2006

Silver Customer Experience Award, November 2004

100% TellDell "Inspiring Champions" FY20, FY19, FY17, FY16, FY15

CERTIFICATIONS

AWS Certified Cloud Practitioner

Microsoft Certified Azure Fundamentals

Red Cross Adult First Aid/CPR/AED