



Sean Hine

Accomplished Sales Executive, 28-year Technology Veteran, Trusted Advisor, Passion for business

SKILLS & EXPERIENCE

For the complete details about my skills and experience you can visit my website:

seanhine.com/business

EDUCATION

Business Computer Systems

Seneca College Applied Arts and Technology

**Bachelor's degree
1996-2000**

CONTACT ME

📞 561-716-2668

✉ seanhm@protonmail.com

🌐 www.seanhine.com

📍 621 E Woolbright Rd
Boynton Beach, FL 33435

🌐 linkedin.com/in/seanhine

WORK EXPERIENCE

Regional Sales Director - Contract 2022-2023
Silicon Sky | South Africa & Atlanta, GA

Working with Executive Management on key USA expansion decisions.
Prospecting, leveraging existing relationships
Working with a sales team, training, and coaching to develop knowledge of services for increasing revenue.

Accomplishments

Help them build a strong pipeline with multiple mid-large organizations
Closed a strategic partnership with Carahsoft for their sales force to resell Silicon Sky services
Successfully got them approved on State contracts (NASPO & NCPA)

Regional Account Manager 2021 - 2022
Converge Technology Solutions formerly CBI | Grand Rapids, MI

Building a territory within the state of Florida
Working with accounts in the 1k-15k employee range
Promoting & selling CBI's risk advisory and cybersecurity services

Accomplishments

Developed a one-million-dollar pipeline within the first eight months
Closed a deal enabling Synnex to resell CBI's security & engineering services
Worked with Disney on an IAM opportunity
Successfully got them approved on NASPO contract

Regional Sales Manager - Contract 2020 - 2021
Systech | Brazil & Boca Raton, FL

Working with Executive Management on key USA expansion decisions.
Prospecting, leverage existing relationships, working closely with Dell management
Working with a sales team, training, and coaching to develop knowledge of services for increasing revenue.

Accomplishments

Built the entire sales & marketing operations for Systech USA division
Closed a ½ million-dollar product and services opportunity within the first six months

Mid-market Sales Manager 2020 - 2020
eSecurity Solutions | Hunting Beach, CA

Worked with existing sales team to train, coach and develop knowledge of selling managed cybersecurity services.
Managed large services accounts, working directly with C level executives.
Worked with management to develop strategies on cybersecurity offerings
Worked with preferred cybersec vendors and sold endpoint, DLP, SIEM and IAM

Accomplishments

Increased managed security sales for the Florida territory.

Senior Account Executive 2008 - 2019
CISO Global formally True Digital Security | West Palm Beach, FL

Focused on Enterprise – Mid Market organizations; Targeted Executive leaderships in Healthcare, Retail, Oil & Gas, Critical Infrastructure (SCADA & ICS).

Focused on selling SaaS solutions with support and management, including SIEM & SOC, Endpoint, Email Security and Security Testing, Strategy & Risk Services.

Accomplishments

- Top account executive in profit and revenue 8 out of the 11 years.
- Attained 20% YOY growth with a sales target of 25k in monthly recurring managed security services revenue.
- Attained 15% YOY growth with a 2 million services target, selling security and risk services, along with remediation projects.