



Sean Hine

Accomplished Sales Executive, 29-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

✉ seanmh@protonmail.com

🌐 www.seanhine.com

📍 1304 Tuscany Way
Boynton Beach, FL 33435

🌐 linkedin.com/in/seanhine

WORK EXPERIENCE

Self Employed
Florida, Remote

2023 - Present

Consulting with MSP, MSSP, VAR, vCISO's and CIO's to extend their in-house cybersecurity, risk and compliance services working directly with their clients to improve, enhance and strengthen their security and compliance practices.

Accomplishments

Worked with dozens of service providers across the country and internationally
Created a white label service offering leveraging cybersecurity, risk and compliance resources
Helped generate services revenue and post sales services revenue

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

2022 - 2023

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

Accomplishments

Help them build a strong pipeline and close cloud contracts 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
Converge Technology Solutions formerly CBI | Grand Rapids, MI

2021 - 2022

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
Systech | Brazil & Boca Raton, FL

2019 - 2021

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

Senior Account Executive
CISO Global formerly True Digital Security | West Palm Beach, FL

2008 - 2019

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.