

# Mike Reverdito

## Enterprise Account Executive | Territory Growth & Channel Development

With nearly 20 years in enterprise sales, I have built my career the way I build projects in my own workshop, with patience, precision, and a focus on lasting value. As a family man, I carry that same sense of responsibility into every client relationship, showing up with grit, honesty, and follow-through. I have grown Fortune 500 portfolios, developed partner ecosystems, and driven new opportunities by pairing disciplined sales strategy with a customer-first commitment to win-win outcomes.

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### NOTE:

This is a simplified version of my résumé. For a complete résumé with sales records and detailed attainments, please contact me directly at Mike@revpro.services

## CORE COMPETENCIES

Customer-First Solutions & Retention

Territory Growth & Account Expansion

C-Suite Relationship Management

Channel & Partner Development

MEDDIC/SWOT/BANT

Complex Deal Structuring & Negotiation

Hunter Mentality

Sales Penetration & Quota Attainment

Forecasting

Demand Generation Campaigns

Cybersecurity

## PROFESSIONAL EXPERIENCE

### Owner/Operator REVPROM SERVICES

11/2023 - Present

Wilmington, DE

I started RevPro to take on the occasional fix-it job, custom build, or smart home project. I don't do this full-time — just passion, pride, and some good old-fashioned work with my hands.

#### Achievements

- Provide hands-on support through building, fixing, and reviving in home construction and lifestyle projects for family, neighbors, and the local community.

### Enterprise Account Manager CSC

02/2022 - Present

Wilmington, Delaware

#### Achievements

- Built strong client retention and portfolio growth across Fortune 500 accounts.
- Drove organic revenue growth through client transformation initiatives.
- Partnered with marketing on executive campaigns to strengthen sales pipeline.
- Standardized pricing guides and workflows to improve team efficiency.
- Improved account transparency and touchpoint consistency with Salesforce and Outreach.

Contact: available upon request, current employer

## PROFESSIONAL EXPERIENCE

### Director of Business Development

Novawall Systems

08/2019 - 11/2021

Alexandria, Virginia

#### Achievements

- Launched new eco-acoustic division and achieved rapid market entry. Launched eco-acoustic division launch, aligning engineering, sales, and marketing to achieve rapid market entry and adoption.
- Built a strong pipeline by creating GTM, reporting, and sales systems. Built \$1.5M pipeline in 4 months by architecting GTM, pipeline, and reporting systems.
- Delivered high-value project wins with consistent conversion success. Coordinated 33 high-value project wins at a 46% win rate, driving consistent conversion from a 72-deal pipeline.
- Managed a full-scale brand launch, including compliance and logistics. Championed full-scale brand launch in 90 days, managing regulatory compliance, inventory logistics, and market entry strategy.
- Expanded global footprint by delivering CEU training to 60+ channel partners and clients across North America, EMEA, and APAC.

### Account Executive

ePlus Technology, Inc.

02/2017 - 08/2019

Herndon, Virginia

#### Achievements

- Won 75+ enterprise accounts, including Fortune 500, through consultative selling and advocacy.
- Secured complex multi-vendor IT and security RFPs through consistent executive engagement.
- Expanded pipeline and referrals by building executive-level trust and advocacy.
- Earned 11 vendor certifications, strengthening credibility in security, cloud, and networking solutions.

### Business Development Manager

Various Companies

03/2009 - 10/2016

Wilmington, Delaware

#### Achievements

- Employee #3 at Key2Fitness; helped scale operations through the acquisition of Leisure Fitness and subsequent rebrand.
- Generated \$1M+ in annual revenue across luxury AV and fitness industries.
- Built and managed 200+ partner relationships to expand sales channels for Smart Home Integrators in the DC/MD/VA Markets.
- Designed and delivered smart home systems for executive-level clients.
- Earned 3x MVP honors for top performance in sales and customer success.

*Contact:* Additional details available upon request

## EDUCATION & CERTIFICATIONS

### Studied Business Administration

University of Delaware

### PMP Certification (in progress)

Project Management Institute

## VOLUNTEER & LEADERSHIP

### Volunteer

Junior Achievement USA

*2024 - Present*

#### *Achievements*

- Taught solution selling, communication, and business strategy through real-world enterprise sales experience.

### PDGA Tournament Director

Professional Disc Golf Association

*2018 - Present*

*Professional Disc Golf Association*

#### *Achievements*

- Managed end-to-end planning for 50+ player events, including logistics, sponsorships, and community coordination.