Brandon Jarrett

Accomplished Sales Leader – Driver of Services Revenue

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✉ solutionsalesguy@gmail.com   in www.linkedin.com/in/brandonjarrett

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ABOUT ME

Senior Executive and outstanding performer in revenue generation and sales growth within the managed security services industry. Proven success in leadership, operational excellence and organizational development with keen understanding of all aspects of business service providers. Recognized for inspiring management team members to excel, encouraging creative work environments and driving revenue growth measured by key performance.

MILNER

RICOH

Alcatel·Lucent Enterprise

RESULTS-ORIENTED BUSINESS LEADER

($) Revenue Growth – P&L leader of $22M Managed Services organization over the last 7 years. Grew managed services revenue on average of $3.2M annually by implementing regional growth strategies, strategic partnerships and measurable/manageable KPI's for sales teams and subject matter experts (SME's).

(Healthcare and Government) for rapid revenue expansion. Expanded to South Florida markets and developed key personnel to attack the identified vertical markets.

Sales Person – Delivered exceptional results exceeding 160% of annual goals year over year for the last twelve years. Attained trust and confidence in the "C" Suite by functioning as a consultative sales executive.

Sales Technologist – Implemented key performance indicator (KPI) dashboards via Brightguage/Salesforce integrated with current managed services toolsets such as ConnectWise and Quosal resulting in exceptional "funnel" management and accurate forecasting for sales team members. This resulted in team members obtaining quota obtainment of 89% on average.

Strategic Partner Development – Engaged, vetted and contracted with business development partners in various markets. Measured results saw a 35% increase in lead generation into the funnel. Obtained hunting licenses from various partners into their core client base.

Cross Functionality – Identified key opportunities to grow our business development pipeline with internal service and marketing teams. Served as a team leader to assist in obtaining our SOC2TypeII accreditation.

Data Driven Leader – Utilized SMARTER goals to achieve and exceed fiscal year planning initiatives. Evaluated and reviewed measurements quarterly with team members to ensure a path for revenue attainment goals.

"Upon Brandon's arrival at Milner there was no Managed Services Department. Thanks to his ability to understand the needs of our customers and present solutions with a true value proposition, the department has grown exponentially in the first year. His ability to communicate effectively with customers and develop relations between the engineering and sales teams has proven to be a true win that is indispensable. He is a true self-starter who cares about his customers and the business."

Bryan Parks, Systems Engineer, All-Covered

"Brandon is a phenomenal salesman. Customers and colleagues alike love to be around him, he's magnetic, charming, and always well-prepared. If I were looking to hire a top-notch sales executive, Brandon would be my first pick. His presentation style and his ability to close the deal were unmatched while at Ricoh. If you are looking for top-notch talent, get him quick!"

Melissa Bader, Microsoft Azure Program Manager, Microsoft Corporation

"Brandon has an acute ability to create and drive managed services programs and revenues. As a Technology Services Engineer at Ricoh, I observed Brandon help Ricoh develop and drive a technology plan called Teknoforce to accomplish nearly 32 million in revenue. Brandon is a pleasure to work with because of his work ethic and his customer first demeanor."

James Johnson, Cloud Solution Specialist, RICOH

EDUCATION & CERTIFICATIONS

DeVry University, 1997-1998 B.S. Electronics
Engineering Technologies (EET)

University of West Georgia, 1995-1997
Undergraduate Studies (Baseball Scholarship)

RICOH Center for Professional Sales, 2009
Consultative Sales Training
Strategic Account Selling w/ SWOT Analysis

CompTIA, 2008
Certified Document Imaging Analyst (CDIA)
Project Plus (Project+)

Microsoft Certified Systems Engineer (MCSE), 2008

Cisco Certified Network Associate (CCNA), 2008

CORPORATE ACHIEVEMENT AWARDS

Milner Inc., Presidents Club Winner 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019

RICOH Corporation, Managed Services Salesperson of the Year 2005, 2006, 2007, 2008

RICOH Corporation, Meritorious Service Award 2008. SalesForce Implementation and Training Team

Alcatel-Lucent, Sales Engineer of the Year 2002

EXPERIENCE

President

ThreatAdvice a NXTSoft Company //Present
Responsible for management of two business units, 47 personnel and all aspect of P&L oversight. Work closely with our private equity firm to identify strategic acquisitions to grow EBITDA and top line recurring revenue.

National Sales Manager – Managed Services
Milner, Inc. // 2011 – 2020
Responsible for developing the "Go to Market" strategy, raising market awareness, identifying new offerings and driving the overall revenue related to Milner's managed IT services program. Grew managed services from zero revenue to $22M over seven years.

Sales Engineer – Managed Services
RICOH Corporation // 2004 – 2011
Responsible for developing strategic plans to drive IT annuity and developing pre-sales and post –sales resources for the program known as "Teknoforce". Program offerings developed included; VOIP integration, 24/7 helpdesk, managed print and document services, network design and on-site support of PC, servers and other peripheral devices. Teknoforce revenues grew to $38,000,000 in the third year of the program.

SONET/DWDM Sales Engineer
Alcatel/Lucent Technologies // 2000 - 2004
Primarily responsible for sales and support of synchronous optical networking (SONET) digital multiplexers and digital cross connect systems (DXCs) which; transported asynchronous transfer mode (ATM) cells, IP packets and Ethernet frames at speeds of OC-3c up to OC-192c across unidirectional path-switched rings (UPSRs) of Bellsouth (now AT&T) nationwide and bidirectional line-switched rings (BLSRs) of USLEC (formerly PAETEC now Windstream) regionally. Instrumental in developing relationships with Fortune 500 companies, assisting their engineers to solidify networks, and overseeing total annual purchases of Alcatel Equipment exceeding $32 million per year.