
STEVEN TODD

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PROFESSIONAL SUMMARY

Expertise in Operations Analysis utilizing my business background to quickly analyze organizations' operations, looking for areas of inefficiency and for non-value-add processes in order to solve critical business issues.

Ability to quickly gain credibility with C-Level within organizations due to background, knowledge, and experience.

Focus on ROI delivery, strategic planning, market analysis, and value creation while creating long-term business partnerships.

Specialties: Human Capital Management, Energy Vertical Sales, Commercial Sales, Public Sector Sales, Sales Management and Strategy, New Business Development, Account Yield, Deal Negotiation, Large Account Management, Strategic Demos, Partner Development, Cold Calling, Workforce Planning, Workforce Management, Scheduling, HRMS, Business Intelligence, Analytics, Hosted Solutions, Cloud Based Sales

WORK HISTORY

Regional Vice President Sales – 4/2019 to 4/2020

Enterprise TOLA Accounts – Oil & Gas vertical

Fuel50 – Austin, TX.

As RVP of Sales I was asked to spark a movement within an untapped territory, TOLA. Lead team to market and educate TOLA enterprise accounts to understand the value of the Fuel50 SaaS Employee Experience platform.

Established leveraged marketing and promotion campaigns to over 200 organizations with concentration in the energy, technology, finance, manufacturing, healthcare, and services verticals.

Key deals include:

- Waste Management
- McKesson

Application Sales Manager - 9/2015 to 4/2019

Major Accounts – HCM

Oracle – Austin, TX.

As ASM at Oracle Cloud my role was to represent the full Oracle HR Cloud platform to enterprise accounts in Texas.

Key deals include:

- King Ranch
- National Instruments
- Hydrochem

Vice President of Sales - 1/2015 to 9/2015

Enverro – Austin TX.

As VP of Sales I lead a startup sales team covering all of North and South America sales efforts.

Key deal:

- CBI

Senior Enterprise Account Manager - 9/2013 to 12/2014

WorkForce Software – Austin TX.

As Senior Account Executive my responsibilities included new account sales, education, marketing, and outreach to enterprise accounts in Texas, Oklahoma, Arkansas, Louisiana, and Mississippi.

Key deals include:

- Ysletta ISD
- Gateway Church (first SaaS based deal for WFS)

Senior Enterprise Account Manager - Public Sector - 4/2008 to 7/2013

Kronos Incorporated – Austin, TX.

As an Enterprise Account Executive I realized increasing responsibility selling the Kronos solutions to State of Texas Public Sector organizations. I increased the customer base in K-12, Municipal, & Higher Education account product sales in territory by 190%.

Senior Sales Executive - 11/2006 to 3/2008

State of Texas

MicroStrategy – Austin, TX.

Senior Account Manager - 5/2006 to 9/2006

Mercury Interactive – Austin, TX.

Director Government Services - Texas - 1/2005 to 5/2006

MSE/ACS – Austin, TX.

Sales Executive State of Texas - 2/2000 to 12/2004

Computer Associates – Austin, TX.

EDUCATION

Bachelor of Arts: Marketing/Business , 1988

Texas State University - San Marcos, TX.