

Stephen Sullivan

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ENTERPRISE SECURITY PROFESSIONAL

PROFILE

A technical solutions advocate who leverages 24+ years of sales engineering experience to build strong customer relationships, identify solution targets and move opportunities through technical decision stages.

- Proficient problem solver
- Effective communicator of Technical Proposals and Value Proposition
- Driven by the infinite learning opportunities in Information Technology Industry

EMPLOYMENT

11/2018 - Present Senior Sales Engineer – Strategic Accounts **Symantec Corporation**

As a Pre-sales engineer, I develop and executed technical sales processes to show solution value as part of the sales process. I leveraged my extensive knowledge of IT solutions to maximize pipeline, rapidly and accurately qualify opportunities in order to achieve set revenue and sales goals. Plan included communicating and demonstrating business value to C-level Executives, articulating technical value to the organization and planning to achieve technical closure. Build relationships with and educated solutions champions within prospects to strengthen Symantec's competitive edge. Innovated a solution sales process that shortened the sales cycle and increased volume of opportunities being closed.

Symantec Technologies; Proxy (on-premise and cloud), Data Loss Prevention, Cloud Solutions, Endpoint Security and Remediation, Mail Security (on-premise and cloud), Datacenter Security (physical, virtual, cloud) and Secure Access Cloud (Zero-trust).

12/2016 – 11/2018 Senior Sales Engineer – Large Enterprise **Proofpoint Corporation**

Sales Engineering duties include initial technical presentations, proof-of-concept (POC) design, POC execution, deployment, post-sale and on-going technical account management for solutions including; Advanced Email Protection, Authentication (DMARC), DLP, Encryption and SaaS Protection. My broad experience and knowledge in networking, security, operating systems, applications and cloud (or) SaaS applications has been instrumental to my success.

Key Achievements

- Leveraged existing experience to decrease time to become proficient in Proofpoint solutions and become a successful contributor.
- Achieved quick technical proficiency resulting in immediate conversion of existing opportunities across multiple product lines.

Veritas Corporation – Veritas separated from Symantec on January 30, 2016 **08/2004 - 12/2016 Account Executive / Product Sales Specialist / Principal Sales Engineer**

01/2016 – 12/2016 Account Executive – State and Local Government and Healthcare

Responsibilities include prospecting within account base, presenting solutions to C-Level Executives, maintaining an opportunity pipeline that is equal to 3x-5x assigned goal, predictable forecasting, multiple go-to-market strategies, execution of complex sales processes and effective management of multiple Veritas resources. Other regular activities include utilizing Salesforce.com and other Veritas tools to track sales opportunities. I work independently and remotely, receiving little supervision for most assignments.

Key Achievements

- Informed account base and managed expectation for separation of Veritas from Symantec.
- Maintained opportunity pipeline during separation of Veritas from Symantec.
- Developed enablement content for team to generate new Technology conversations within existing and white space accounts.

06/2013 - 01/2016

Product Sales Specialist (as Symantec)

I performed both an account manager and a business development role. I achieved success by enabling account managers and partners to articulate business value and to identify prospects. Once opportunities are defined, the Specialist brings a deeper knowledge of product solution, value and competitive knowledge to move the opportunity through the sales process and to ultimate closure.

08/2004 - 06/2013

Principal Sales Engineer (as Symantec)

I developed and executed sales processes to show solution value as part of the sales process. I leveraged my extensive knowledge of IT solutions to maximize pipeline, rapidly and accurately qualify opportunities in order to achieve set revenue and sales goals. Plan included communicating and demonstrating business value to C-level Executives, articulating technical value to the organization and planning to achieve technical closure. Built relationships with and educated solutions champions within prospects to strengthen Symantec's competitive edge. Innovated a solution sales process that shortened the sales cycle and increased volume of opportunities being closed.

Key Achievements

- FY15 (Q1) 111%
- FY14 (Q2-Q4) 101%
- FY14 (Q1) 103%
- M-Club Member-Responsible for single transaction >\$1M • Worked on and Closed 10+ >\$1M
- Achieved quota 7 of 9 Years
 - ✓ 117% FY'05 ✓ 240% FY'06 ✓ 109% FY'08 ✓ 175% FY'09 ✓ 162% FY'11 ✓ 117% FY'13 ✓ 101% FY'14
 - ✓ 111% FY'15
- Three-time Achievers Club (Presidents Club)
- Specialist of the Year FY'06
- Spec. Sales Engineer of the Year FY'09

1995 - 2004

Inside Sales and Pre-sales Engineering

Tech Data Corp - *Tech Data Corporation is one of the world's largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value-added services enable 105,000 resellers to efficiently and cost effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated \$26.4 billion in net sales for the fiscal year ended January 31, 2016. It is ranked No. 108 on the Fortune 500® and one of Fortune's "World's Most Admired Companies."*

I delivered solution focused pre-sales support to Tech Data's Channel Partners and 1,600 Account Managers and Representatives. Support included regular Technical Sales training to communicate new technology and products. Training resulted in a quicker time to market for new solutions, increased revenue and higher customer satisfaction and loyalty based on Sales team knowledge.

I established new multi-vendor solutions based on emerging technologies for marketing to Tech Data's reseller Partners and End-users. This required the development of relationships with Vendors new to Tech Data and Distribution. Upon selection of new solutions (or Vendors), new and existing Value Added Resellers (VARs), based on existing business model, were selected to participate in pre-launch enablement activities. Created and delivered trainings to enable reseller Sales teams to be able to identify opportunity, possess the required vocabulary to articulate the solution and understand all resources available to close revenue. I planned and executed joint end-user marketing with VARs on release date to generate immediate revenue for all parties.

EDUCATION, SKILLS AND CERTIFICATIONS

Business Administration - Saint Petersburg College

Clearwater, FL

Paralegal Studies - Morehead State University

Morehead, KY

ISC2: CISSP (#34874 July 2002)

Scripting Languages: PowerShell, JavaScript, Perl, Python

Microsoft: MCP, MCSE (4.0), MCSE (2000), MCSE (2003), Hands-on 2008, 2012 and 2016

CompTIA: A+, Network +, Security +, Linux +