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CAREER EXPERIENCE SUMMARY

Experienced Software Sales Professional with over twenty-five years in Enterprise Sales, Sales Management, Business Development and Marketing positions across industries including: energy & utilities, high-tech, professional services, construction, manufacturing, financial and transportation. Proven skills in solution selling to enterprise Fortune 500 level accounts. Extensive experience in sales forecasting, sales management, sales and account management of enterprise SaaS, PaaS and on-premise software solutions. Track record of developing and maintaining relationships with key client C-Level executives through a top down value based solutions sales approach. Multinational sales and marketing experience.

PROFESSIONAL EXPERIENCE

Oracle, Chicago, IL

1/2024 - Present

Senior Vice President - North American Technology - Software & Hardware

- Responsible for over \$7B in annual revenue for FY25 leading a team of over 400 sales and sales managers selling Oracle Technology Software and Engineered Systems to all industries.

Oracle, Chicago, IL

9/2019 - 12/2023

Group Vice President - North American Technology - Strategic Accounts

- Promoted to Central region GVP managing 2nd line managers with over 40 direct reports
- Responsible for over \$150M in annual sales for FY22 selling technology to Oracle's largest strategic customers in the Central and SouthEast United States - Accounts include Bank of America, Duke Energy, Verisign, Delta Airlines, Home Depot, Labcorp, Nationwide Insurance, McDonalds, Equifax, and other large enterprises
- FY21 Club Award Achievement
- FY24 Club Award Achievement

Oracle, Chicago, IL

3/2018 - 9/2019

Area Vice President - Utilities Global Business Unit (UGBU)

- Promoted to Eastern RVP managing 2nd line managers in East half of US and Canada
- Managed team that closed largest UGBU deal in history at major East Coast Utility: \$285M in license revenue, \$85M SaaS annual recurring revenue
- Responsible for \$44M in annual sales for FY19
- Rebuilt majority of Eastern US and Canadian Sales team including recruiting and hiring 1st line manager for the Northeast & Canada as well as 5 direct sales people in 4 months
- Highly engaged in customer negotiations, issue resolution, and UGBU Solutions expansion
- Oracle cross pillar and Oracle partner network collaboration and engagement
- Lead transformation of sales forecasting & CRM implementation for UGBU for FY18/19

Oracle, Chicago, IL

6/2017 - 3/2018

Vice President - Utilities Global Business Unit (UGBU)

- Directly manage a team of Application Sales Managers covering utility accounts in IL, WI, MN, CO, NV, CA, OR, WA, IA & Western Canada
- Application Software Solutions including: CIS, MDM, Energy Efficiency, Analytics
- Responsible for \$7M in annual sales, recruiting, hiring and training of professional sales personnel
- Actively managing several large engagements including PGE, Alliant, SMUD & MGE
- Experience in managing cross-pillar teams and complex sales opportunities to large Utilities

Oracle, Chicago, IL

2/2015 - 6/2017

Regional Sales Manager - MidMarket (\$5M - \$2B annual revenues) North Central Region

- Directly manage a team of 8-10 Application Sales Managers in Illinois and Wisconsin selling Oracle Application Software Solutions including: ERP (Oracle Cloud, EBS, JD Edwards, PeopleSoft) HCM & EPM (Hyperion).
- Responsible for over 40 direct sales, co-prime sales, inside sales, and business development individuals with an annual SaaS quota of over \$25M in sales revenue.
- Extensive experience in working with Oracle Partner Network including partners such as PWC, Deloitte, Grant Thornton, Huron Consulting.

Salesforce.com, Chicago, IL

10/2013 - 2/2015

Sr. Account Executive - Commercial Named Accounts

Sales of all Salesforce.com products inclusive of Sales Cloud, Service Cloud and Marketing Cloud to Commercial Named Accounts in the Central US. Covered large accounts such as Groupon, Orbitz, and Komatsu America Corp.

- Successfully negotiated \$27M three year SaaS CRM for \$2.5B organization
- Introduced and lead Salesforce Ignite program to key Salesforce accounts

Oracle, Chicago, IL

6/2011 - 10/2013

Applications Sales Manager

Software/solutions sales and related services to prospective and existing customers. Responsible for software sales of Oracle Primavera solutions to utility and automotive accounts in Central US.

- Achieved over 100% of Quota in first six months of employment
- Opened new market (Automotive) for Oracle Primavera
- FY2012 Club Excellence Attendee - 193% of annual Quota
- FY2013 Club Excellence Attendee - 201% of annual Quota
- Involved in closing over \$225M in revenue for Oracle in first sixteen months employment
- Mentor new hires and act as a subject matter expert for sales training classes

Deltek, Chicago, IL (Herndon, VA)

4/2010 - 6/2011

Regional Sales Manager

Responsible for the sale of Deltek Enterprise Project Management Software to strategic and regional accounts.

- Successful track record of sales of Deltek EPM software to companies such as Jacobs Technology, KBR, Fluor, Bechtel, Areva and other national and multinational accounts
- Built strong pipeline of prospects for both software and consulting opportunities
- Recognized leader for Energy Services, Project Management, and Cost Management within North American sales team

IBM, Chicago, IL

10/2006 - 4/2010

IBM Industry Software Sales Specialist / Client Software Manager

Promoted to position responsible for sales of all IBM software to Energy and Utility accounts in central United States and Canada. Responsible for \$20M revenue target for Motorola, Exelon, Nicor and Alliant Energy

- Sold and managed one of the largest Automated Meter Infrastructure (AMI) middleware projects in IBM Software; project value to exceed \$10M in overall software revenues
- Work with IBM sales team to sell and promote the use of IBM software into energy & utility accounts
- Meet with C-Level executives in major accounts to identify and close software opportunities
- Recognized as E&U industry expert for IBM software

IBM Sr. Sales Consultant Energy & Utilities

10/2006 - 2/2008

Responsible for the sale of the Maximo software application to seventeen named utility accounts throughout the United States and Canada.

- Target sales for the Maximo software application include the following:
 - Enterprise Asset Management (work orders, supply chain, inventory, mobile, and industry solutions specific applications such as Transmission & Distribution and Nuclear)
 - Information Technology Service Management ITIL based (incident, problem, change, release configuration) including CMDB
 - Information Technology Asset Management (inventory, supply chain, discovery)
- Met with and conducted regular meetings with CIO's and line of business VP's
- Expanded knowledge of operational utilities life cycle from high-level portfolio management, through project planning and on to work management execution

Artemis International Solutions Corporation, Chicago, IL

4/2001 to 10/2006

VP Strategic Asset Optimization (SAO) Solution

Developed and managed the SAO Solution on a global basis. VP SAO responsibilities included strategic direction of SAO solution, full revenue/expense, manage five direct reports for sales as well as services and account management, manage marketing/trade show/seminar functions.

- Managed accounts include Exelon, Southern Company, Progress Energy, American Electric Power, and Duke Energy
- Received top Sales Award 2002, 2003, 2004, 2005 – Top Revenue Sales Person Worldwide 2004/2005
- Responsible for first sales of new Artemis 7 product line
- #1 U.S. Sales Representative for new product software sales for five consecutive years
- Member of international product development team for Artemis 7
- Active member of Utility trade groups and associations including: EUCG, NAM, USA, EPRI, NEI, ANS, and others

McCord Travel Management, Chicago, IL

3/1998 - 3/2001

Director-Business Development/Client Consultant, Central Region

Direct sales, business development and consulting efforts for corporate travel accounts. Responsible for sales goal/budget of \$22M. Consult with clients and prospective clients on the benefits, use and integration of travel and entertainment related automation applications, such as: online booking tools, expense management systems, data warehousing/reporting, and GDS/CRS.

- Provide strategic counsel to clients on utilizing corporate travel to increase shareholder value
- Manage and develop a team of sales management professionals, including: hiring/firing, day-to-day coaching, sales and leadership training, strategy and presentations for key accounts and the delivery of performance appraisals
- Achieved team performance of over \$60M
- Implemented and deployed a company-wide contact management system (Goldmine), allowing professionals to forecast, track, and report client accounts and activity
- Developed extensive knowledge and hands-on experience in increasing shareholder value and analysis, analyzing travel and entertainment industry trends, eCommerce, business case development, information technology strategy and integration

Computer Associates, Chicago, IL

6/1997 - 3/1998

Marketing Specialist

Developed sales and marketing plans to promote product and service offerings. Managed sales activities and consulted with financial and commodities industry clients on the most effective software applications, configurations and software maintenance agreements.

- Provided counsel and recommendations on Y2K applications and tools

Versyss Inc., Chicago, IL

10/1995 - 6/1997

Regional Territory Manager

Managed, trained and developed a team of five sales professionals. Responsible for leading sales efforts in the delivery and integration of software, hardware and network solutions.

- Achieved successful implementation throughout accounting, costing and RDBMS software; IBM RS/600, 3COM Hubs, NICs and Router hardware; and Windows NT, LAN, WAN and Frame Relay networking solutions
- Built experience utilizing SCO, AIX, DOS, Win95, NT and Novell
- Consistently achieved over 100% sales quota
- Awarded top Vertical Market Territory Manager for two consecutive years

Systemetrics (a division of Medline Industries, Inc.), Chicago, IL

9/1993 - 10/1995

Midwest Territory Manager

Managed sales and marketing efforts to deliver inventory management and surgical scheduling software applications to hospitals and other healthcare industry clients. Consulted with clients on the integration of applications within enterprise-wide information solutions; i.e. PeopleSoft, HBO, etc.

- Implemented a company-wide contact management system (ACT!)
- Developed and implemented a company wide commission plan for sales professionals
- Awarded #1 Sales Representative for two consecutive years

Versyss Inc., Chicago, IL

10/1989 - 6/1993

Regional Territory Manager (Construction)

Responsible for leading sales efforts in the delivery and integration of software, hardware and network solutions to the construction industry.

- Achieved successful implementation throughout accounting, costing and RDBMS software; IBM RS/600, 3COM Hubs, NICs and Router hardware; and Windows NT, LAN, WAN and Frame Relay networking solutions
- Built experience utilizing SCO, AIX, DOS, Win95, NT and Novell
- Consistently achieved over 100% sales quota
- Awarded top Vertical Market Territory Manager for two consecutive years

The Mennen Company, Kansas City, KS

6/1988 – 10/1989

Sales Representative

Managed sales and marketing efforts of family care products to regional and national retailers such as Walmart, K-Mart, Farm & Fleet, and Pamida. Responsible for in store marketing, shelf space management.

- Promoted to Chicago major markets in 6 months
- Top Regional family products sales representative

CERTIFICATIONS & TRAINING

Professional Speaking Engagements - NYU MBA Program Sales & Marketing Class; Wharton MBA General Management Club; Wharton MBA Sales Club

Accelerate Executive Insight (AEI) - IESE Business School - Barcelona, Spain / Ross School of Business - University of Michigan - 2019

Sandler High-Tech Selling - Chicago, IL September, 2014

StoryLeaders - Chicago, IL October, 2014

IBM X-SELLerate via Northeastern University - Boston, MA July 2008

Solution Selling - San Diego, CA 1997 & 2001

VOLUNTEER WORK

Green Lake Town Square - Green Lake, WI

2021-Current

Chair for TeeUp for Town Square Golf Outing

Fundraiser for Green Lake Town Square which raises over \$30k every year

Lead Chaperone & Organizer for 8th Grade Washington DC Trip - Northbrook Junior High School

2010, 2012, 2014, 2015, 2017

Organized, planned and chaperoned 120 8th graders and 15 adult chaperones on a three day, three night trip to Washington DC. Responsible for managing relationships with travel management company, selection of chaperones, and all aspects of ensuring safe and successful trip for the students and chaperones.

Included all communication with parents, fundraising efforts, meetings and presentations.

Board Member - Spartan FC Soccer Club

January 2011 – January 2013

Active member of Spartan FC Travel Soccer Club - Northbrook, IL.

Reviewed and selected vendor for new website and registration system and implemented website:

www.spartanfc.org

Managed website content, registration, and club database.

EDUCATION

Bachelor of General Studies, Personnel Administration 1988

University of Kansas - Lawrence, Kansas

PERSONAL INTERESTS

Sports: Platform Tennis, Snowmobiling, Cubs Baseball, Skiing, Golfing, Hiking

Hobbies: Classic Car Restoration/Ownership