



Vincent Cusimano


Enterprise Sales Professional

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 vincentcusimano.com

Talented Enterprise Sales Representative with excellent lead generation potential and more than 17 years of experience. Highly effective and knowledgeable in techniques used to close sales opportunities focusing on customer success as a trusted technology advisor.

Skills

Technology Aptitude	<div><div></div><div></div><div></div><div></div><div></div></div>
Work Ethic	<div><div></div><div></div><div></div><div></div><div></div></div>
Sales Generation	<div><div></div><div></div><div></div><div></div><div></div></div>
Creating Sales Strategies	<div><div></div><div></div><div></div><div></div><div></div></div>
Relationship Building	<div><div></div><div></div><div></div><div></div><div></div></div>
Teamwork	<div><div></div><div></div><div></div><div></div><div></div></div>

Work History

2018-01 - Current	<div><div>Enterprise Sales</div><div><i>Salesforce, San Francisco, CA</i></div><div><ul style="list-style-type: none">FY21 Achieved 224% Q2 Attainment. Closed over \$1.1M.FY20 Achieved 78% Quota Attainment. Promoted to Enterprise Sales.FY19 Achieved 137% Quota Attainment – Gen/Commercial Business in SF, Seattle, Denver, Portland, Salt Lake City.</div></div>
2013-09 - 2018-01	<div><div>Field Sales Account Manager</div><div><i>Oracle, Redwood Shores, CA</i></div><div><ul style="list-style-type: none">Sales of IaaS, PaaS, and on-Premise License to C-Level Executives, IT, and LOB to enable clients to operate more efficiently, reduce cost, and accelerate time to market.FY16 Over \$1.5M in sales of On-Premise and PaaS solutions.FY15 Grew territory from \$1M to \$1.9M.FY14 Grew territory from \$19K to over \$500K in 9 months.</div></div>

2013-03 - 2017-08

Co-Founder/Vice President

Jougert LLC, Jougert Franchising LLC, Burlingame, CA

- Co-founded Quick Service Restaurant concept from scratch and set up for franchising.
- Managed team of +10 employees, hiring, training, payroll, accounting, vendor negotiations, lease negotiation, catering sales, ordering, inventory management, marketing, social media, development of operating policy and procedures.

2012-04 - 2013-09

National Account Sales - Middleware

Oracle, Redwood Shores, CA

- FY13 Achieved 130% Quota, FY13Q3 177% of Quota, FY13Q4 181% of Quota.
- FY13 Top Performer Award National Accounts and FY13Q3 MVP Award.

2007-06 - 2012-04

Sr. Sales Engineer

Oriental Motor USA, San Jose, CA

- Manage Territory of \$2.7 million in CA, OR, WA, BC of direct sales and managed three distributors.
- Developed 43 new accounts with sales of \$5.4M since 9/2007.
- In 2010 generated sales growth of 14% compared with 2008 and 53% above 2009.
- Top Dog Sales Award in 2009. Promoted to Sr. Sales Engineer.
- Organized and hosted 2008 San Jose Motor Fair with +90 attendees. Responsible for all aspects of event planning including food, transportation, and lodging for employees, invitations, and marketing to clients and prospects.

2005-07 - 2006-07

District Manager

ADP, Santa Clara, CA

- B2B Sales of solutions for companies including payroll services, retirement plans, worker's compensation, and employee benefits.
- 125% Quota attainment and generated over 50 new clients in first year.
- Qualified for quarterly "Sprint" contest for generating sales of over \$50K.

2002-07 - 2005-07

Applications Engineer

Gardco Lighting, San Leandro, CA

- Participate in quarterly sales presentations of product lines to specifiers and agents to demonstrate and communicate product features, benefits, and applications.
- Provide technical support to sales managers, agents, architects and engineers. Perform lighting calculation and design.
- Developed database and application to manage incoming jobs and update daily worklog for Applications Engineering department.



Education

1996-09 - 2001-12

Bachelor of Science: Materials Engineering

California Polytechnic State University-San Luis Obispo - San Luis Obispo, CA