

THOMAS NAVEED

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SENIOR SALES EXECUTIVE / GLOBAL VICE PRESIDENT / REGIONAL VICE PRESIDENT

Enterprise Software and Services Solutions

- ☑ **Ambitious, highly-accomplished rainmaker** with more than a decade of demonstrated success developing new business, leveraging existing partnerships and selling enterprise software and services solutions to colleges, universities and Fortune 500 companies.
- ☑ **Regarded as a expert “closer”** in the sales industry; frequently pulls from classical training in world class sales methodologies including Miller Heiman, Sandler, Solution and Complex to close on every call and in every conversation... consistently requested “go-to” person during high-stakes situations, where failure is not an option.
- ☑ **Voice of the marketplace focus...** career hallmarked by ability to take client data, distill value proposition and translate vision to both IT and product marketing, resulting in new product packages that resonate in the community.
- ☑ Proven “stand-out” performance in sales training strategy, with expertise defining and implementing cutting-edge training programs that increase **revenue forecasting predictability** and are considered the “**gold standard**” in sales force initiatives.
- ☑ **Talented leader** with an interactive, motivational, decisive management style... assertive, competitive, intuitive, and innovative—**an achiever of exceptional rather than expected results...** finely tuned service orientation and ability to make integrity and customer service prime differentiators in the market.

EXECUTIVE SKILLS

New Business Development & Growth • Sales Process Improvement
Staff Development & Promotion • Leadership Development • Organic Business Growth • Thought Leadership
Strategic Business Planning & Execution • Client Satisfaction & Allegiance
Sales & Marketing Strategy & Execution • Competitive Market Intelligence

SENIOR MANAGEMENT EXPERIENCE AND ACHIEVEMENTS

VICE PRESIDENT OF NATIONAL SALES - TRIWORKS, INC., Washington, D.C. • 2007 - Present

Triworks is the leading provider of relationship management software for higher education, enabling programs and departments to strategically recruit, admit, and service a full range of prospects, applicants, students, and alumni.

Recruited to re-architect sales strategy from traditional “enterprise” client server solution selling model to a true web based, on-demand software as a service, to meet market demand. Invigorated sales team by defining vision and introduced new business development strategies, programs and tools to achieve it. Fully accountable for revenue performance and management of sales and business development across all global markets. Lead an account executive marketing team of 12, charged with market branding, positioning and client messaging. Report directly to the CEO.

- **Grew company from four employees in the US to 500 in 13 countries** by implementing turbo-charged recruiting, interviewing and hiring efforts from the ground up.
- **Independently executed pilot deployment deals with CIO’s and Presidents** at premier universities including University of Pennsylvania, Northwestern University and Northeastern University, enabling Triworks to leverage the citations and key wins and in the **launch of an impressive nationwide campaign.**
- Researched international marketplace requirements and defined framework for selecting partners to build out, sell, implement and support product launch.
- **Drove team to build over 100 user license relationships** within the first 100 days of our new product release.
- **Exceeded all monthly and quarterly cross market revenue goals** from inception to implementation of new product (Orion) release.

SENIOR VICE PRESIDENT- SHOEBOX, INC. (1999 – 2006), Washington D.C. • 2003 - 2006

Founded in 1986 with a vision to enable educational innovations everywhere by connecting people and technology, Shoebox is a leading provider of e-Education enterprise software applications and services.

Founding member of Shoebox, Inc.; helped grow a 15 person e-Learning company with only \$1M in angel financing to over 1.5 billion in market cap valuation in less than 10 years. Promoted to manage all operational aspects of three distinct strategic North American markets.

- Co-designed and **closed company record breaking deals totaling \$20M** with University of Texas, City University of New York, California State University System and Mississippi Virtual Community College System.
- Mentored and coached team to the only **\$10M** quarter and **\$40M** new sale year of any division in company history.

- **Drove staggering revenue growth** in three critical segments in just under three years:

	Corporate and Government	Higher Education	Commercial e-Learning
Revenue	\$5M to \$8M	\$40M to \$51M	\$3M to \$5.5
Growth	60%	27.5%	83%

- **Achieved a 20% increase in profitability** in first two quarters, by implementing, deploying and training the sales force in the Keith Eades “New Solution Selling” methodology.
- **Aligned client needs with company subject matter** experts (SME’s), spurring partnerships that ultimately led to “go to market” strategy, product marketing and more accurate growth predictions to Wall Street.
- Transformed little known K-12 product into successful marketplace name by targeting aggressive, risk-taking Tier 1 universities, engaging them in a “pilot” program and building on the subsequent “best-practices” to launch a full marketplace attack, **growing revenue by 120% in just 12 months.**

DIRECTOR OF SALES, Higher Education and Commerce Division • 2000 - 2003

Promoted to develop an enterprise class sales strategy, methodology, and solution that built brand recognition and market presence in the U.S. Higher Education marketplace. Empowered staff and built a focused and loyal team of 8-12 sales representatives that consistently generated higher-than-budget sales.

- **Exceeded \$50M sales quota target**, a contribution of greater than 45% of company’s total revenue targets.
- **Led division to more than \$60M** in total software and services sales within the first year of management, breaking yet another company record.
- **Achieved impressive 98% customer retention rate** three years in a row by nurturing customer relationships, imposing accountability on field sales reps, and empowering team to provide “top-notch” account management support.
- Researched marketplace to **uncover the hidden value proposition** for educator utilized content tool-based solution, distilled data from client interviews and communicated vision to product marketing and IT, successfully evolving it into an enterprise class ERP technology solution **that realized greater marketplace among Deans, CIOs and University Presidents.**
- **Catapaulted quality of training** by defining and architecting the company’s first true sales training, territory planning, and certification program, widely considered a “gold-standard” within the sales force.

REGIONAL MANAGER – EASTERN REGION – US Higher Education and K12 • 1999 - 2000

SALES MANAGER - EASTERN REGION – US Higher Education • 1998 - 2000

Pioneered and seeded Shoebox’s initial presence within the K12 marketplace that grew to a \$30M division six years later. Defined and executed Value Added Reseller alliances with companies such as SunMicrosystems, Veritas, Dell, and Compaq.

- **Effected a dramatic impact on Shoebox training** by designing first sales training, certification program, curriculum standards and processes utilizing only internal Shoebox e-Learning applications.
- **Created a \$1M revenue deal with e-ArmyU**, the largest services deal in the company’s history.
- Exceeded **sales quota by \$750k, producing over \$1.25M** (over 200% to plan) in first year.
- Architected the first five Premier University “Enterprise” class software license deals in company history, **generating in excess of \$10M.**
- Launched first ever executive CIO summit engaging thought leaders at premier universities nationwide (from such schools as NYU, Princeton, SUNY, CUNY, UPenn) and spurring senior level sponsorship within account base.
- Grew revenue and account base from **zero to more than \$4M in total sales, renewals and 50 accounts in less than 24 months.**

HIGH SPEED SENIOR ACCOUNT EXECUTIVE, TSKY TECHNOLOGIES, INC., Fairfax, VA • 1998 – 1999

- **Established \$2.5M combined revenue relationships** with Xerox, Lycos and Sears, the three highest grossing national accounts in the company for fiscal years’ 1996 and 1997.
- **Averaged over 500% increase in revenues** for current accounts within the first 12 months.
- **Sustained 245% rolling monthly quota attainment** average for first year.
- **Ranked #1 out of 40 sales executives** during seven out of 11 months of tenure.

EDUCATION & TRAINING

Bachelor of Arts in Business Management ♦ George Washington University, Washington D.C.

Kogod School of Business at American University

Executive Education seminars in the following competencies:

Mergers and Acquisitions ♦ Effective Sales Management ♦ Advance Finance and P&L Management

Justification:

Thomas was a very skilled sales person with an impressive track record of achieving stellar results. He was considered a well known star in his industry for his “closing” skills and, of course, for his unstoppable personality. I knew immediately after meeting him that I had to make the profile larger than life. I asked him to give me his elevator speech before I crafted this resume, and I knew from the beginning that I would incorporate some of his own terms into the resume, so that the resume felt like it was written in his voice. For example, he spoke about how he closed “on every call and in every conversation” and how he was classically trained in different sales methodology—all items I infused into the resume from the beginning. I wanted to make this piece sharp and strong, like his dominant personality – and he agreed that it reflected him when he saw it!

In addition, I wanted to make it absolutely clear what his career focus was, and since he was laser-focused on enterprise software sales, I put this right at the top and center. I wanted recruiters to instantly be able to glean the critical “who are you” information so they could place him in a context and have the right expectation for what would follow. I also amplified his key career accomplishments that indicated the future predictors of success in the bullets.

Lastly, I used a reverse-chronological format, because he had a steady track record of promotion and wanted to stay in exactly the same industry. He didn’t have any gaps to hide, or desire to switch careers, and I wanted to highlight his impressive background, and history of moving up the ranks rapidly. I also wanted to showcase his most recent/current experience first, and his older experience later, especially given his hefty senior level title.