

Gina Posey
Shingle Springs, CA 95682

- Management: Experienced sales manager with a record of success in building and motivating sales teams, expanding the customer base, improving service levels, and maximizing account penetration.
- Top Performer: Produces sales quickly through expert lead generation and follow-up using a Solution Selling approach.
- Channel Management: Demonstrated success in negotiating relationships partners included IBM, HP, GTSI, CDW and other channel partners to jumpstart sales and expand coverage.

Regional Sales Manager, ORACLE Corp, 2010 – 2011 - Department transferred to Austin, Texas location

- Responsible for driving revenues via an inside sales team for education products within the central region. Recruited, led and managed Education Sales Reps selling to Oracle license customers a full suite of education products including public, private and custom consulting engagements.
- Increased revenues more than 30% year over year. Closed FY11Q4, leading team to 102% quota attainment. Achieved Top Rocklin Sales Manager for FY11Q4.

Client Solution Executive, INSIGHT, INC, 2006 -2007

- Client executive focused on selling to Enterprise accounts greater than 2500 seats in the Northern California area. Provided solutions that included Hardware, Software and Professional Services. Opened more than 10 new enterprise accounts.

Solution Services Director, COMPUCOM SYSTEMS, INC., 2003 – 2005

- Focal point for RFP service responses throughout the entire region.
- Responsible for new account development to drive service revenues within the Central Region.
- Initiated Channel Partner relationships with top tier partners: HP, IBM Global Services and CDW.
- Direct customers include: Kraft, ABN AMRO, Ceridian, Northwest Airlines and Yellow/Roadway.

Sales Director, Various Start-up Companies, 1997-2002

SOLID DATA SYSTEMS – Storage Appliance Start-up

- Led the US Sales Organization to penetrate the Financial Services and Telecom Industries.
- Drove global partnership with HP and recruited top government reseller, GTSI.
- Customers included: Intuit, Mass Mutual, Capital One, SAIC, Blackrock Financial and Nortel.
- Achieved \$4 million (111%) annual quota. **President's Club Recipient.**

BREAKTHROUGH SOFTWARE -E-commerce Start-up

- Built the US Regional Sales team to sell eCommerce software directly to ISPs and Portals.
- Immediately closed \$225K in new business. Achieved 1.2 million (120%).
- Managed the inside sales group to sell ShopZone – a store in a box product
- Executed new partnerships with Card Services International, InterLand and other e-commerce players.

CYBERSTAR L.P , - Satellite-based data delivery service Start-up

- Defined sales strategy to sell directly to customers and through OEM/indirect channels.
- Staffed sales organization. Negotiated the anchor tenant relationship with IBM.

Global Account Manager, UB NETWORKS, 1990 – 1997

- Achieved a \$12 million (171%) dollar annual revenue goal – Ranked second in overall sales companywide.
- Sold complete networking solutions: Cisco LANs/ WANs, Security /Network Management software.
- Worked at the executive level to integrate UB's LAN products. **President's Club recipient each year.**

Channels Marketing Manager, HEWLETT-PACKARD COMPANY, 1983 – 1990

- Drove the creation of a unified consumables market strategy. Architected the implementation of a new expanded distribution channel through wholesalers and distributors to sell computer supplies.
- Recruited the top tier players: Boise Cascade and United Stationers. Led the Supplies Council for ongoing channel planning and support. **Program achieved \$35 million in incremental sales in its first year.**
- Conceived and guided the development of the Hewlett-Packard News Network; a centralized electronic two-way communication network between HP and its dealers. **Enhanced Lead Program achieved sales of five million dollars in first year.**

Education

Master of Business Administration, Santa Clara University - Santa Clara, California

Bachelor of Computer Science, Illinois Institute of Technology - Chicago, Illinois

Foundation Certificate in IT Service Management – ITIL