

Business Development Executive, EDS, GM Powertrain and Cross Sector Divisions, XXX, MI (2003 – 2005)

Vital role charged with leading enterprise-wide sales initiatives focused on EDS Portfolio Offerings to General Motors. Supported multiple GM Powertrain initiatives spanning Engineering and Manufacturing, including geographical regional support across North America, Europe, Asia Pacific, Latin America, Africa, and the Middle East.

Performance Highlights

- Led sales pursuits teams to deliver unprecedented results by executing 100+ contracts including, Hybrid support services, Dynamometer Lab support, Embedded Controls, Allison Transmission, GM Electromotive, Powertrain Engineering and Manufacturing services and support, Identity Management and Security Services.

2003, 2004

Corporate Recognition as Inner Circle Participant.

2004 – \$75M—189% Target over Achievement

2003 – \$33M—144% Target over Achievement

Business Development, EDS, GM, and Delphi Divisions, XXX, MI, (2000 – 2002)

Brought on board to spearhead sales strategies focused on EDS Solution services to the General Motors and Delphi Organizations. Collaborated with leadership to qualify deals by implementing tools such as risk assessments, opportunity analysis, and point of sale models.

Performance Highlights

- Drove profit margins while leading sales pursuits teams to execute 25+ contracts, including a significant GM Relationship Marketing application, Call Center, GM OnStar solutions, and multiple Delphi CRM and portal solutions.

2002

Corporate Recognition as Inner Circle Participant.

2002 – \$20M—100% Target over Achievement

2001 – \$4M—40% of Target

XXXXXXXX XXXX SYSTEMS CORPORATION, XXXX, MI

1986 – 2000

Prior to HP acquisition, largest, world-wide digital telecommunications network operating as the global leader in the management of information technology.

Organizational Manager, Vehicle Sales Service and Marketing (VSSM) Division, XXX, MI, (1998 – 2000)

Solely accountable for operations and oversight of GM Solution Center Marketing Services Division. Held full P & L responsibility of \$100M with a \$20M annual operating budget. Oversaw enterprise-wide functions to meet production targets, leverage operating costs, and direct application management, maintenance, marketing, and research.

Performance Highlights

- Generated annual revenues of \$30M by implementing development plans, maintenance projects, and database marketing services across a range of platforms from mainframe and client-server to web-based.
- Streamlined productivity by creating and implementing organization-wide process improvement strategies.
- Steered organization through large-scale change initiative while converting from a divisional GM marketing structure to a single integrated business unit in alignment with one GM marketing function.

ADDITIONAL EXPERIENCE

EDS, Account Executive, Buick Motor Division

EDS, Project Manager, Relationship Marketing, Buick Motor Division

EDS, Team Leader, Accounts Payable System, GM Divisional and Common Systems

EDS, Systems Engineer, GM Divisional and Common Systems

EDUCATION & SPECIALIZED TRAINING

Bachelor of Science in Business Administration, Management Information Systems

Central Michigan University, Mt. Pleasant, MI

Over 100 EDS Sales Leadership Courses, EDS Account Leaders Program, EDS Strategic Value Selling, EDS Leaders Development Program, EDS Systems Engineering in Development Program