Profile of Gary Willis
Chief Sales Consultant
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Management Profile
Assertive and persuasive results oriented **Sales Executive** accomplished at leading and energizing global Sales and Business Development Teams. Hands on leadership style building high performance Sales Teams from ground up.

Sales Leadership for Growth: Creative driver excels at exponential revenue growth. Experienced at developing and penetrating both new and highly competitive markets. Champion of selling at the "Executive" level.

Market/Industry Knowledgeable: Proficient at selling both Enterprise and Point Product Solutions. Expertise in selling Cloud Services including SaaS & IaaS, Business Applications, Infrastructure, Systems Software and Connectivity solutions.

Motivator & Team Builder: Skillful at instilling confidence and enthusiasm to emerging Sales Teams while surpassing revenue targets.

Channel Strategist: Innovative success selling Direct, through Channels, Alliances and Partnerships.

Jamcracker Inc.   **2005 to 2017**
VP of World Wide Sales   **Santa Clara, CA**
Provide a software platform that enables companies to manage, deliver and govern multi-cloud services and broker third-party cloud services. The software platform is utilized internally by Enterprise IT, as well as externally by Service Providers including Telecommunications, Technology Companies, Systems Integrators, Outsourcers and Multi-tier Distributors. The platform automates policy compliance, governance, spend management and operations management.

- Major transformation and repositioning of products/solutions, target markets, personnel, sales channels, business model, partnerships, etc., New market creation, heavy lifting effort, with the challenge of overcoming new market obstacles. Gartner validated market, Cloud Management Platform (CMP) and Cloud Services Brokerage (CSB) for delivering and managing SaaS, PaaS and IaaS: Amazon AWS, Microsoft Azure, IBM Bluemix, Google Cloud, Vmware, Openstack, Cloudstack, Cisco WebEx, Microsoft Office 365, Box, McAfee, Salesforce, Skoot, Google Apps, and dozens of others.

- Manage global team across America's, APAC and EMEA regions. Sales, sales engineering, business development, partnership alliances and client solutions personnel.

- Focus on selling both directly and indirectly through channel partnerships; including Arrow Electronics (Europe), AT&T (Gov), Avaya, Cisco, First Distribution (Africa), Grupo TBA (Brazil), IBM (Global), Ingram Micro, Konica Minolta (Japan), MTN (Africa), Nokia Siemens Networks (Europe, Middle East), Panasonic Business Systems, Rigby Group SCC (Europe), SITA (Global), Tech Mahindra (Europe), Telekom Malaysia, Telstra (Australia), Westcon.

QAD Inc,   **2001 to 2005**
Region Manager – North America   **Santa Barbara, CA**
ERP, Supply Chain Management (SaaS), CRM and BI software selling to Fortune 5000. Provide enterprise software, consulting and application implementation services to the electronics, industrial, medical, automotive, transportation, consumer package goods and the food and beverage industries.

- Closed million dollar deals competing against SAP, PeopleSoft and Oracle.

- Developed region, revamping 75% of Sales Team.

- Established partnerships with Deloitte, Accenture and IBM for driving new revenue opportunities.

- Number one region globally for new SaaS Supply Chain Management Product

Kintana   **2000 to 2001**
Director of Sales   **Sunnyvale, CA**
Start-up experience defining a new software space. Provider of enterprise software to automate and streamline the development and deployment of applications (Program Management, Governance).
Company sold to Mercury Interactive, HP.

- Built outside sales team from 0 to 8 reps, adding inside sales reps and sales consultants.

- Contributed to the growth of the company from 140 to 305 employees and reaching IPO status.

- Major missionary development within the ASP/MSP Vertical selling to 7 out of the top 10 providers including Accenture and IBM of Canada.

- Closed million-dollar contracts with companies such as Nike, SBC and Qwest.

- Led sales teams responsible for record setting million dollar contracts with companies in the Telecommunications, Financial, High-Tech, Outsourcing/ASP and Consumer Industries; including AT&T, Level 3, Pacific Bell, Bank One, Applied Materials, Beckman Coulter, Motorola, PeopleSoft, Tektronics and IBM.

- Refocused sales team from point product to enterprise solution increasing the average deal size.

Sterling Software-Storage Management Division   **1998 to 2000**
Vice President of Sales   **Sacramento, CA**
Provided enterprise wide storage solutions selling to Fortune 500 companies. Responsible for North American Sales and Support managing $120 Million in licensing revenue. **Company sold to Computer Associates.**

- Restructured sales force to maximize revenue across product lines, national accounts and geographic territories. Point product and enterprise selling effort. High volume transactions and large license deal mix.

- Added a major account sales program that increased revenue by 80% to over $40 million dollars while increasing the average contract size to over $1 million dollars in a highly competitive market.

- Implemented sales programs to engage sales team at the "C" level.

- Established a multi-channel sales program adding IBM and Amdahl as OEM's adding millions in incremental revenue.

INTERMEC Technologies Corporation- Honeywell   **1994 to 1998**
Regional Sales Manager   **Los Gatos, CA**
Provide business application, networking software and hardware as an integral part of Supply Chain Management/ERP for manufacturing, distribution, warehousing, retail and health care industries. Product set included RFID, RF networking and data collection equipment. Integrated connectivity solutions for SAP, Oracle and PeopleSoft environments. Managed indirect as well as direct sales channel selling to Fortune 5000.

- Turned around the lowest performing sales region in the country to becoming one of the top regions for 4 consecutive years in a highly competitive market.

- Established formal partnerships with major ERP, Warehouse Management System and other strategic software companies including Oracle, SAP and PeopleSoft increasing license revenue opportunities for New Accounts.

Education
Western Illinois University Bachelor of Science, Marketing

Siebel   Target Account Selling
Solution Selling   Michael T. Bosworth
Infomentis   Account Strategy & Planning
M3 Learning   Proactive Selling, Proactive Sales Management, Strategic Planning
Center for Leadership Studies   Situational Leadership, Management Leadership