

# Chris Kemp

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(919) 555-1212

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## PROFESSIONAL PROFILE

Corporate and entrepreneurial Executive Sales Leader specializing in Strategic Sales Processes, outsourcing engagements, and service marketing programs. Solid track record encompassing penetrating markets by identifying and spearheading multimillion-dollar technology joint ventures. Targeting and negotiating high-growth profit centers, and implementing and managing liaison programs. Proficiencies include:

- New Business Development / Strategic Planning / Capital Projects / Company Methodologies / concepts / P&L
- Market Expansion / Liaison Programs / Client-Server Architecture / Relationship Management
- Corporate Culture / Operating Infrastructure / Multi-Site Operations / Service Design
- Staff Facilitator / Recruiter / Manager / Motivator / Mentor / Coach / Sales and Delivery Process Specialist

Exemplary communicator able to direct dynamic presentations and finalized contract terms, Excel at designing, initiating, and integrating product/service programs into full-scale strategic alliances by applying diverse experience in computer network operations, government, and private industries.

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## PROFESSIONAL EXPERIENCE

The WAN TEAM, Carmel, Indiana

**Managing Partner / Corporate Alliances**, 1998 – Present

**Senior Sales Director**, 1997 – 1998

**Executive Business Consultant**, 1996 – 1997

- Establish, maintain, and grow domestic and international LAN and WAN business outsourcing opportunities, create and present marketing and revenue-generating plans directed to client and partner executive teams (CEOs, COOs, and CFOs). Negotiated contracts and partnership agreements valued at \$350 million.
- Collaborate with top directors from Lockheed Martin, EDSA, Qwest, and IBM Global. Interface with the media, government, and consulting entities such as Dataquest, Price Waterhouse, Olive, Align, TBI, and TPI.
- Established new corporate standard after creating the process and methodology for due diligence. Process define technical solutions for specific client needs based upon business requirements.
- As Senior Sales Director, managed regional sales operations and resulting financial outcomes. Efforts earned an average of over \$5 million monthly in new booked business while overseeing service revenues of \$14 million and product sales of \$80 million.
- Developed and integrated sales process and methodology that grew consulting staff from 35 to 225 within 18 months, based on sales engagements.

PRO SYSTEMS, INC., Bethesda, Maryland

**Sales and Marketing Vice President**, 1993 — 1996

- Reported directly to CFO while structuring commercial sales model. Initiated broad-based business opportunities and created partnerships with Fortune 500 corporations and channel marketing partners, efforts increased staff from 1,200 to over 4,500 and built revenue from \$102 million to \$750 million, resulting in Integrated becoming #3 in LAN Top 100 in 20 months.
- Managed marketing and sales of 15 Strategic Business Units. SBU's encompassed an operations group, ancillary staff members, and sales teams that focused on major accounts that included Sallie Mae, Fannie Mae, Bank One, MCI, GTE, Standard Oil, British Petroleum, and Con Edison.
- Developed a virtual private e-mail network from IBM to be used by a Price Waterhouse key client (projected usage \$150 million annually), resulting in a new product for IBM.
- Negotiated VAR and partnership agreements with companies such as Novell, Microsoft, DEC, IBM, Hewlett Packard, Sybase, Oracle, Price Waterhouse, Optika, Sun, and Aspect.

TELE-BIO, Washington, D.C.

**Silent Partner / Owner, 1982-1996**

- Developed and managed an applications-development company hat specialized in Interactive Voice Response applications for government entities and major corporations located throughout the nation. Company designed and won contract for the IRS Telefile system.
- Organization become the exclusive development partner for Viacom Technologies in the Central-Atlantic region. Client engagements included The Department of Energy, Key Health, Synergy Communications, America Online, and Integrated Systems.

KOALA DATA CO., Fairfax, Virginia

**National Sales Manger, 1990-1992**

- Orchestrated multimillion-dollar long-term contracts with Fortune 500 companies on major network implementation and outsourcing projects, developed project methodologies and directed Project Managers and Consultants.
- Outsourcing clients included GTE Spacenet, Marriott, Con Edison, and Emory Worldwide.

THEISSEN CONSULTING FIRM, Washington, D.C.

**Client Service Manager, 1989-1990**

- Marketed and sold systems integration projects; procured long-term multimillion-dollar contracts. First U.S. project sales representative to use methodologies from organization's European parent company.
- Created new technology joint ventures between major equipment manufacturers. Included the largest interactive development platform sold to Sallie Me for financial applications.

INDUSTRIAL PRODUCTIONS., (III), Washington, D.C.

**Major Account Sales Manager, 1985-1989**

- Ranked Top National Sales Producer and President's Club Award Winner during tenure by developing a channel to market III through other reseller san large national accounts corporate clients.

TELECOMM INC., Washington, D.C.

**Senior Sales Executive, 1883-1985**

- Organized and established Washington D.C. office hat sod telecommunications services to local business accounts, Attained 40% of office's revenue.
- Ranked #1 National Sales Representative.

U.S. HOUSE OF REPRESENTATIVES, Washington, D.C.

**Congressional Legislative Aide, 1982**

**Central Indiana Congressional Campaign Director, 1981**

- Established Washington D.C. headquarters and five district offices. Served as White House liaison while handling constituent requests. Collaborated with the Subcommittee for Technology prior to the AT&T divestiture. Organized a successful congressional campaign that won 62 percent of the district's vote despite less than one-half of the funding and without the benefit of opponent's name recognition. Earned college credits while serving the Campaign Director position.

## EDUCATION

**B.S. / History, 1981**

DePAUW UNIVERSITY, Greencastle, Indiana

## PROFESSIONAL AND COMMUNITY AFFILIATIONS

- Indiana High Technology Task Force Member
- National Technology Partnership
- Outsourcing Institute Member, Washington, D.C. (Force Group Team Leader)
- U.S. Holocaust Memorial Founding Member
- Smithsonian Institute Associate
- White House Liaison, 97<sup>th</sup> Congress