

Accomplished sales executive offering a reputation as an unrelenting force in demand generation and a proven track record identifying paying customers and closing deals. Sought-after for strong research skills and an ability to efficiently engage the top prospects across a broad geographic territory. Ideally matched for aggressive growth-oriented sales environments that offer uncapped earning potential. Specialized expertise in the rapid and targeted sales pipeline

Raymark **Software Sales & Marketing** 2009 – Present
Enterprise software company with under 60 employees headquartered in Montreal, Canada. Acquired by Mi9 Retail

- Highest sales quota attainment for three consecutive years
- Produced campaigns that generated over five million in new revenue during the past three years. In person meetings, trade shows and onsite networking have taken a big hit in recent years. Developed a highly systematic and prolific outreach by leveraging a combination of direct mail, email, and phone calls to maximize market exposure, generate intro sales meetings, while building trust and credibility with decision makers. Getting on the evaluation short list is half the battle for a money losing small software vendor.
- Developed network of resellers & partners resulting in a strategic relationship with Toshiba, highest grossing partner
- Collaborated with marketing to identify requirements for mobile solutions leading to new product releases

Promodel **Regional Sales Manager, Western US** Jan 2007 – Nov 2008
Grew revenue in California from nothing to \$2.7 Million in first year for this software company with 50 employees

- Closed largest new software license account in the company's history establishing the Promodel brand on west coast
- Delivered 33% Year-over-year growth in 2008, producing \$3.6 million in sales from new accounts
- Closed \$1.4 Million, two-year deal with Boeing that has enabled Boeing to optimize their world-class supply chain
- Won a \$600,000 inventory management contract with T-Mobile that resolved major bottlenecks and inefficiencies
- Developed strategic relationship with Microsoft resulting in company designation as Gold Certified Partner
- Worldwide Partner Conference Award for Data Visualization resulting in bundling of Promodel software with Visio
- Raised several millions dollars in venture funding by initiating a relationship with Saints Capital
- Developed and deployed a highly effective seminar campaign in major cities with up to 180 attendees at each event

Datawatch **Field Sales Representative** Sep 2005 – Nov 2006
Reporting and business intelligence software with 150 employees and 22 million in annual sales

Produced single largest contract in company history with acquisition of a major contract with County of Santa Clara
Drafted original multi-channel marketing campaigns that were adopted company-wide.

Port Authority Technologies **Channel Sales Manager** Sept 2004 – Jul 2005
Security Software company acquired by Websense in July 2005 Got new customers in healthcare and banking verticals that served as reference customers and a foundation for growth. Recruited revenue generating channel partners one of which attained "Platinum" status. Helped in raising venture funding by getting my CEO in front of 17 VC firms.

McAfee **Account Executive** Jan 1997 - Dec 2003
Started as an inside sales representative for McAfee security software and was promoted to an outside sales role within six months Negotiated and managed a two-year OEM agreement with Cisco resulting in more than \$2.1 million in new revenue. Won annual sales contests. Completed training seminars: TAS, SPIN Selling, Solution Selling.

Education

University of California, Santa Barbara (a top 40 university) Bachelor of Arts in Economics

FAQ →

FAQ

1. **Would you consider working on 100% commission?** Yes, starting in year 2. \$8300 /month for first 12 months.
2. **Your cover letter says “7900 per month” Are you a dyslexic doofus?** 7900 per month if you wish to hire me as an independent contractor or \$8,300 per month as an employee (W-2). As an independent contractor I get the tax advantage of deducting half my rent since I’m setup with a spacious fully equipped home office.
3. **Why should we hire a sales rep in California?** 158 of the Fortune 1000 companies are headquartered in California, flush with cash and visionary early adopters of software and technology.
4. **How long a sales cycle have you observed?** Six months to a year for multi-million dollar contracts.
5. **What is the most essential skill to have working remotely for a small software company?** A self-starting “hunter” working from home for a small firm must have the marketing savvy and resourcefulness to generate own leads because there is no brand awareness, large marketing department or millions in advertising spend.
6. **What do you attribute your success in sales?** Independent lead and opp generation. I’m a marketing machine.
7. **How do you feel about losing a big deal?** I go home and sleep well at night knowing I did my best. The reasons for the loss are valuable market intelligence for product development, market positioning & offer/price fine tuning.
8. **What would your manager say about you?** “James gets to work early and shows up 10 minutes before meetings.”
9. **What is your area of weakness?** Data entry. I have poor hand-eye coordination and not great at multi-tasking.
10. **Are you a member of LinkedIn?** Yes, I have a subscription to LinkedIn Sales Navigator Pro but I don’t maintain a public profile. Other data subscriptions I find more useful because for each contact there is email (not the cumbersome InMail), direct dial, mobile, and physical mailing address. It’s much faster to upload/export/maintain contacts for campaigns with zero data entry. I have a better way than the one-trick pony LinkedIn junkies.
11. **Are you on any social media platform?** No. I’m a private person and busy professional. Working at McAfee for seven years made me wise to privacy practices and preventing identity theft which happens to one in seven Americans every year. Plus my previous employer had a strict non-solicitation of customers & employees policy and I did not want to expose myself to potential liabilities by maintaining communications on any public platform. Being on social media, one must acknowledge the incremental privacy loss, addictive screen time and lack of physical activity. Time is precious. Just because something is popular does not make it worthwhile. Next time you interview a sales applicant, count how many times the orangutan with ADD looks at their mobile device. They will do everything with their damn phone except dial it!
12. **What advice would you give to sales reps you have mentored?** Qualification and access to authority is most important. You can’t sell to someone who can’t buy. Know the BANT (Budget Authority Need Timing) on forecasted opportunities. Also, don’t eat fried greasy sugary salty foods, get enough sleep, don’t smoke, reduce stress, exercise and eat more vegetables. Everybody knows this. No one likes to hear it. People love good news about their bad habits. Chocolate & wine diet anyone? Get BMI under 23 and earn a million a year. Don’t eat for a month and make more sales.
13. **What do people notice about u?** I’m tall 6’4. In Victorian England a male servants salary was determined by height.
14. **Personal hobbies?** Fine dining, hiking, concerts, skiing in Tahoe. Love San Francisco and not open to relocation.
15. **When can you start and what is the next step?** ASAP. Send me a meeting invite for ANYTIME next week.
(415)519-4614 **Kane@Mailmanagerinc.com**