

# EDWARD WILDER

## ACCOUNT MANAGER

### PROFESSIONAL SKILLS

- Salesforce-10 years
- Emerging Leadership Program-graduated Trusted Advisory training-completed
- Microsoft Office -22years
- Value Selling Training - Completed

### PERSONAL SKILLS

- Creative spirit
- Reliable and professional
- Organized
- Time management
- Team player
- Fast learner
- Motivated

### TRAINING

- Sandler Sales Training
- Software Security Training
- Sale Excellence Training
- Microsoft licensing in:
  - Modern Desktop
  - Core Infrastructure Server
  - Productivity servers
  - Software Assurance
  - Licensing Programs

### CONTACT

571-239-8184  
ed.henry9847@gmail.com

### REFERENCES

#### ERIC WELLS

Chase-Mazda, Dealer Relationship  
Manager  
ewellsenterprise@gmail.com

#### RHATIA JORDAN

TISTA Science & Technology, Cyber  
Security Lead  
rhatiamays@gmail.com

#### MARCUS FISCHER

US ARMY  
mfischer757@gmail.com

### CAREER PROFILE

Organized and detailed self-starter with ten years of account management experience. Exceptional oral communication skills with the ability to work and communicate effectively on all levels from staff to executive. Experience in researching the customer's related industry to uncover industry trends and opportunity within the customer business. Excellent in customizing and presenting those findings in a solution which positively affects the daily customer activities, business initiatives, and financial goals.

### SELECTED VALUE HIGHLIGHTS

- Cbeyond: During second full year, met monthly quota 7 out of 12 months, while exceeding quota 3 out of the 12 months. Achieved number one Enterprise Representative 2 out of the 12 months resulting in receiving the Presidents' club award. Also was promoted to Senior Enterprise Representative at the end of the year.
- Comcast: During second year of being fully ramped exceeded quota by 50% 66% and 105% during the first three months.
- Verizon : During first year, received awards and recognition for exceeding overall revenue growth for 20 accounts by 25%- 50%. Named one of the top Enterprise Representatives for the Atlantic Region.

### PROFESSIONAL EXPERIENCE

#### FLOCK SAFETY

October 2020-present

- Acquired new leads via sourcing and develop strong relationships within a defined territory
- Scheduled and guided prospects through a demonstration of products and solutions best suited to their needs, negotiated contracts and closed deals
- Achieved 110% average quota during my fully ramped tenure by selling the value of the flock solution

#### SAAS ACCOUNT EXECUTIVE

Mindbody | Jun 2018-April 2020

- Track record of achieving and exceeding quota
- Physically Demonstrated the functionality and benefits of the software as it relates to the customer business
- Hunting and Closing new logo throughout the US
- Managed the account from signature to growth
- Developed a robust and accurate funnel
- Completed Leadership program

#### TERRITORY SALES REPRESENTATIVE

SoftChoice | Jan 2018-May 2018

- Building relationships to turn prospects into customers and customers into fans
- Developed unbiased Hardware and Software solution based on customer needs and industry trends
- Developing Disaster Recovery plans to keep the customer up and to run while protecting their most sensitive data

**TERRITORY SALES REPRESENTATIVE**

SoftChoice | Jan 2018-May 2018

- Recognized for as one of the top reps for 2016 with year over year growth for entire account deck
- 120% to quoted in the first year of sales
- Managed Channel Partners relationship to help build my funnel and achieve monthly goals
- Executed quarterly business reviews for C-level Executives and staff members
- Developed a strategic prospecting plan which lead to a robust and accurate funnel
- Developed Strategic Disaster Recover and Telephony Solutions
- Verizon Suite (SAAS), UCaaS, SD Wan and Network Security
- Large Data Sales

**REGIONAL ACCOUNT MANAGER**

Level 3 Communications | Oct 2014 – October 2015

- Managed account of diverse clients consisting of small and large businesses including Fortune 500 companies
- Strategic Planning for current and future customers
- Leveraged Channel partner relationships to grow my business
- Hunting and Closing new enterprise accounts to add to the account deck

**ENTERPRISE ACCOUNT EXECUTIVE**

Comcast Cable Corporation | Jan 2014 – Oct 2014

- Planned and executed building events for the prospective customer
- Developed a marketing strategy for the territory
- Designed and conducted training for customers

**SENIOR ACCOUNT EXECUTIVE**

Cbeyond Communications | Oct 2010 – Jan 2014

- Received numerous top sales awards including:
  - Cbeyond's Top Direct Senior Account Executive in 2011 ranked over 300 Direct Sales Rep company wide
  - Pinnacle Club Member in 2012 (President's Club)
  - DC Branch's Top 3 in Sales Revenue of 2014
  - DC Branch's Top Representative for January 2013
- Supervised a team of up to 8 sales reps as needed
- Strategic Planning for Current and Future Customers
- Leveraged Channel partners to help achieve revenue goals
- Customized technology solutions to meet customers' requirements
- Performed quality assurance for customer installations and implementations
- Provided consultative support for customers on new products
- 2011-102% of yearly Sales plan
- 2012-117% of annual Sale plan
- Developed strategic DR and Telephony Cloud solutions

**EDUCATION**

---

**BACHELOR OF ARTS, MAJOR IN MARKETING, MINOR IN COMMUNICATIONS**

Albany State University | 2005-2008

**COMMUNITY INVOLVEMENT**

---

- Member of the Albany State University Football Team
- Member of Project Y.E.S.(an outreach program for the youth of Albany GA)
- Founder of Our Future Foundation (Partnership with University Students and Albany Community)
- Started Toys for Tots for Cbeyond DC branch
- Coach Youth Football in Albany GA. (P.R.I.D.E.)
- Volunteered with the United States Congressman Sanford Bishop's Campaign Committee
- Habitat For Humanity
- Coaching at Dulles Elite Football Association (present)
- Coached Travel Softball for Loudoun County
- Operation Uplift (Loudoun County)-Present
- Omega Psi Phi Fraternity