**Stephen Thomas**

**Strategic Sales Professional**

*DC Metro, and Southeast*

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**Who**

I am a professional sales executive, dedicated to growing revenue for emerging technology firms in government and Fortune 500 markets. I have crushed quotas for over 15 years for many organizations who transformed IT.

**What**

I collaboratively formulate new ideas and solutions with CXO’s, and position as a trusted advisor to uncover new opportunities and fast-track time to revenue. I challenge clients to consider new perspectives.

As a key member of the core team, we took iTKO from $1m in 2006 to a $330m buyout in 2011 – while in an economic recession.

**How**

I utilize extensive sales and networking experience, account management, proven sales processes, and new media, to exceed expectations. Positioning myself as a trusted advisor, I identify new opportunities and accelerate time to revenue.

**Why**

I deliver accelerated, non-linear, revenue growth by becoming part of the client’s solution-state vision.

**Expertise**

* Creating value, and closing sales with CXO’s.
* Predicable, sustained, revenue generation.
* Proficient hunter with a desire to compete.
* Enterprise, perpetual, and subscription, sales
* SaaS, PaaS, integrated development platforms
* SDLC, Agile, DevOps, mobile.
* Strategic thinking
* Ownership
* Leveraging the partner ecosystem

**Specialties**

* Creating opportunity, and closing business, by collaboratively developing a high-value vision with CXO’s.
* I employ expert abilities to uncover requirements, quickly assess complex sales scenarios, evaluate strategic alternatives, and execute action required to exceed goals.

**Strengths**

* Closing sales with C- level executives. `
* Hunting and over quota production.
* Delivering predictable, sustained, revenue
* Managing challenging sales cycles to close.
* Developing a leveraged partner ecosystem.

**Achievements**

* Key member of the team that grew iTKO from $1m to a $330mm buyout.
* Top revenue producer for iTKO, Inc. 2006 thru 2011.
* Exceeded annual $3.4m quota by Q2 every year at CA Technologies.
* Consistent President’s club recipient with revenues 125% – 375% of annual quota.
* Good with a camera, Harleys and offshore fishing boats.

**Senior business Advisor |** September 2014 – present

***Agile DevOps Consultant***

Consultant to system integrators pursuing contracts to implement, and deploy, evolutionary technology that I had sold to the government. $28m+ in sales to: FAA, DHA, VA, HHS, DISA, USAF, and USN.

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**CA Technologies (formally iTKO)** | August 2011- May 2014

***Sales Director, Application Delivery***

* Led application delivery sales to federal healthcare vertical.
* Exceeded annual quota by Q2 every year.
* Wins: VA EMF and T3, DHA iEHR, DHA SOA/ESB, DHA DTE, HHS ACA, DISA ETS, USAF AOC/WS, and FAA SWIM.



**iTKO, Inc.** **(Acquired by CA Technologies)** | October 2006 - August 2011

***VP Sales***

* Top sales producer for the team who grew iTKO from $1m in 10/2006 to $330m buyout in 8/2014.
* Lead federal, and commercial sales sectors, top individual contributor.
* Wins include: DISA Forge.mil, JITC, NGA, Langley, Ft. Mead, ONI, DLA, NRO, USAF SAF/XC, TransCom, Army CIO G/6, Army PM AcqBus, IRS, SPAWAR, IPO iEHR, FAA, VA-T3, BTA-VIPS, Time Warner Cable.

**Akana, Inc**. (SOA Software) | August 2005 – October 2006)

***Director Public Sector Sales***

* Started the federal sales team, produced $1.5m, 125% annual quota.
* Closed $1.25mm in new account revenue on $1mm Annual quota. – 125%.
* Wins include: USAF, LMCO, and US Army IESC.

**AmberPoint**  (Oracle)| September 2004 - August 2005

***Federal Sales Director***

* Closed strategic transactions with Lockheed Martin and Raytheon while selling direct to Army and USAF.
* Established formal requirements statements for DISA FDCE, USAF TBMCS, and ARMY SOA.

**Telelogic** | January 2003 – September 2004

***Director, Mil/Aero sales***

* Led the team for LMCO, Raytheon, NGC, Honeywell, etc. and government programs: F-35, DDX 1000
* Revenues $2m+, over 175% of quota.

**IESC/Visible Systems** | October 1999 - January 2003

***Vice President of Sales***

* Over 300% of quota with sales over $7m.
* Integrated the sales models of three organizations to create strategy for enterprise offering.
* Wins include: Los Alamos National Labs Genome Project, DOD/Navy DIMHRS.

**SELECT Software |** 1997 – 1999

***RVP Sales***

* 200% of quota from enterprise transactions with Bank of America and GTE.

**NeXT Software |** 1994 – 1996

***Region Sales Director***

* 160% of quota.Relocated to run southeast region

**Education**

* Bryant University, Bachelors of Business Administration, Marketing concentration
* FedRAMP Executive Process Certification *(Cloud Certification Council)*
* Solution, and Strategic, Selling, Complex Sales, SFDC, Sandler Sales, Playbook Sales, Karrass negotiation.