

John Alvah Coe, PMP®

Senior Sales and Account Executive

(248) 877-7273

John@JohnCoe.info

www.linkedin.com/in/JohnAlvahCoe

www.JohnCoe.info

Solution sales pro adept at complex enterprise sales and sales cycles including software, hardware, cloud, and professional services.

Known for effectively presenting complex ideas and visions, strategically focusing on short and long-term goals.

Excels at developing long-term client relationships across all lines of business from managers to C-level executives.

PARTNERS, PRODUCTS AND SERVICES

IBM ♦ Oracle ♦ Microsoft ♦ VMware ♦ EMC ♦ Nutanix ♦ Nimble ♦ Pure ♦ Infinidat ♦ Zerto ♦ Veeam ♦ PeopleSoft ♦ Kronos ♦ SharePoint ♦ On-Premise ♦ Off-Premise ♦ Cloud ♦ Hybrid Cloud ♦ Disaster Recovery ♦ Back Up ♦ Managed Services ♦ Managed Applications ♦ Hosting ♦ Data Centers ♦ Bluemix ♦ Professional Services ♦ Tech Refreshes ♦ Software Release Upgrades ♦ MobileFirst ♦ QA/DevOps ♦ Customer Journey Mapping ♦ MVP ♦ UX ♦ CX ♦ Omni-Channel Solutions ♦ BPO ♦ Networking ♦ Security ♦

PROFESSIONAL EXPERIENCE

Client Executive, New Business Development

Software Information Systems, Farmington Hills, MI, 2016–2017

- Signed Quilt contract with Carahsoft opening entire SLED VMware market - generated 2 new logos in 1st month
- Marketed release of “Digital Backpack” for Ellucian Banner and Colleague with VMware to over 60 community colleges

Sales and Account Manager

Prefix, Rochester Hills, MI, 2015–2016

- Evangelized Prefix Performance-traveled U.S. signing 18 dealerships in 4 months, sold over 25 low volume custom Ram Trucks
- Won 400k+ for Paramount Pictures “Transformers: The Last Knight”
- New Business Development-26 new logos, 1.5mm in 10 months

Regional Sales Director, New Business Development

PointSource (Central/Midwest), 2014–2015

- Major logo acquisition – Kohl’s, Fortune 200, and Erie Insurance, Fortune 500, 1-2mm key accounts
- MobileFirst sales SME - trained IBM salesforce regionally

HIGHLIGHTS

Extensive C-level interaction and experience

Recognized as part of the team with **largest mid-market win at AT&T valued at \$44mm**

\$2mm PeopleSoft hosting, managed services, and professional services sale in 1st 6 months at AT&T

Seeker of knowledge, always learning, growing and sharing, **over 1000hrs of professional development**

CERTIFICATIONS

PMP

ITIL

Six Sigma Green Belt

Agile Development

Lean

VMware Sales Professional

Tintri Sales Professional

IBM Certified Specialist – Storage

Big Data – Foundations

Hadoop – Foundations

Spark – Foundations

IBM – Spectrum Storage Family

IBM – Hybrid Cloud Infrastructure

Certified Sales Professional

Professional Sales Consultant

Electronics Technician

Electronic Security

Client Executive / Lead IT Consultant

AT&T (Remote/Midwest/Southeast), 2010–2014

- Managed Hosting for global clients – 15-25mm, 3-5 yr. accounts
- 4mm Oracle EBS renewal, top 3 Oracle spend
- 400k MRR with sales of 500k-750k of professional services/yr.

Vice President of Sales

Lead Generation Consulting, Novi, MI, 2009–2010

- Increased client base 206% from 145 to 300
- Built out call center increased call volume 50%

West Coast Sales Manager

Senior Lending Network, Troy, MI, 2008–2009

- Consistent pipeline of 130-150 loans, average of 40 closings/mth
- Pioneered LiveChat for reverse mortgages – 40% lead conversion
- Increased West Coast market penetration from 3% to 12%

Sales Manager / Site Manager / Project Manager

John A. Coe, CSP (Michigan), 1998–2008

- Awards for production and sales - 40 homes, 10mm
- Increased return client ratio by 75% - avg 2 homes more sold/mth
- Branded and refreshed community – Traffic increase of > 25%
- Project manager on over 200 homes

MILITARY

Electronics Technician, Petty Officer 3rd Class

United States Navy, USNAVFAC Brawdy, Wales, UK

- Electronic Security, Communications and Metrology
- Awarded citation for equipment high availability
- Honorable discharge, Top Secret clearance, PSP screened (inactive)

EDUCATION

Bachelor's Degree

Central Michigan University, Enterprise Leadership - 2018

Associate's Degree

University of Maryland University College Europe

ADDITIONAL PRODUCTS AND SERVICES

Prototyping ♦ R&D ♦ Tooling ♦ 3D Printing ♦ Rapid Prototyping ♦ Machining ♦ Milling ♦ Plastics ♦ HMI/Electronics ♦ Low Volume Production

SKILLS

Client Presentations
Program and Project Management
Lifecycle Management
Strategic Planning
Matrix Management
Execution
Service Delivery
SDLC
Training
Leadership
Cloud, Hosting and Managed Services
XaaS
MobileFirst
Predictive Analytics
IoT, IIoT
Manufacturing – OEM, Tier 1, Tier 2
On Shore / Off Shore Management
Microsoft Office
ServiceNow
CRM- Salesforce, Microsoft Dynamics, Pipe Drive
Marketing – Social Media, MailChimp, Constant Contact

CLIENTS

Masco
Honda
Faurecia
Erie Insurance
Kohl's
Bass Pro Shops
Paramount
Merit Network
Genesys PHO