

Sam Aldridge

1497 Penniman
Plymouth, MI 48170

734.658.1808
samaldrige1497@yahoo.com

Professional Profile:

High achieving and seasoned sales professional with a proven record and increasing responsibility in the IT industry. Effective combination of technical expertise, consultative sales approach and negotiating ability. Consistent series of accomplishments in new business and new market development. Talent for accessing C-level executives and meeting goals in a fast-paced environment.

Strengths:

- Aggressive new account development, strategic and tactical sales planning and integrating priorities between sales, corporate and client issues.
- Strong technical aptitude, able to learn new applications and technology quickly with keen ability to communicate technical information to non-technical teams.
- Identification of niche markets, initiating successful business partnerships and ability to exploit new market opportunities.
- Adept at spearheading large-scale, multi-location domestic and international projects with success in managing customer experience.

PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

Code42 8/2022-Present

Strategic Account Executive

Code42 Incydr secures your collaborative culture from insider risk without compromising the speed of innovation or the safety of F500 companies. New Logo opportunities in MI, IN, and OH.

Cofense 3/2021 – 8/2022

Account Executive

Enterprise Accounts MI and IN - greater than 5,000 seats. Selling the Cofense Integrated Email Security Solutions. Managing existing accounts plus New Logo opportunities.

WOW (Wide Open West) 9/2019 – 3/2021

Strategic Account Executive

SLED – State, Local, Education (K-12 Erate and Higher Education), Healthcare and the Fortune 500 in MI and IL. Finished 2020 at 102% - Quota Obtainment

Avaya

Account Executive

1/2018 – 9/2019

Manage 30+ accounts in MI/OH/IN selling Cloud/Managed solutions, Call Center and Voice. 133% Quota 2018.

Windstream

Sr. Account Executive

7/2016 – 1/2018

Hunter role – going after Fortune 2000 companies with the Windstream Portfolio of Voice and Data Solutions. Focus Cloud (voice and data), DR and High Availability, and SD-WAN Solutions.

Level 3

Global Account Manager

1/2015 – 5/2016

Managed all sales and service for Ford Motor Co. globally. 218% Quota 2015.

Sr. Account Director 10/2012 -1/2015
Responsible for identifying and development of new sales opportunities within a set of named accounts.

- New Logo sales Farm Bureau Life Insurance Company of MI new MRR 20K.
- Managed Four Level 3 Partners as a part of this portfolio: Comlink LLC, Telnet WW, ANXeBusiness, and Secure-24 Inc.
- Resurrected inactive account Compuware/Dynatrace into new revenue stream.

Verizon Enterprise Solutions 1/2011 –10/2012
Enterprise Account Manager
Responsible for the global sales strategy for Visteon Corporation and Ford Motor Cloud Solutions. Managed services including hosting, security, and colocation.

Sourcefire, Inc. (Now a Cisco Co.)
Services Sales Manager 10/2008 –1/2011
Cross sell/upsell Sourcefire customer's professional services and training direct and via the channel.

Fishnet Security
Account Executive 4/2008 –10/2008
Responsibilities included prospecting/cold calling in the Detroit, MI and Cleveland, OH territories for Network Security Software & Hardware, Managed Services, and Professional Services opportunities.

SunGard Availability Services
Strategic Account Executive 5/2005 – 4/2008
Provided Co-Location/Managed Services and High Availability Solutions.

MCSI
Account Executive 1/2004 - 5/2005
Livonia, MI
Responsibilities included market analysis, development of strategy and marketing programs for storage solutions offered to Michigan clients.

Computer Associates - CA
Account Executive 8/2001 –12/2003
Sold direct and via Channel Enterprise Management Software Solutions in the storage (BrightStor) and security (eTrust) space into Michigan based fortune 1000 companies.

Minolta/QMS
Director of Central Region Team 12/1997 - 8/2001

Responsibilities included the daily management for 14 states and a sales team of seven. Recruited and managed the reseller channel and created end-used demand for QMS laser print systems.

- Promoted to Director Position after successfully managing sales for one of the company's largest territories and achieving/exceeding goals.
- Reported directly to the Vice President of Sales.

Supply Tech Inc. 3/1995 -12/1997
Account Executive
Responsibilities included the development and penetration of various markets with Electronic Commerce initiatives providing EDI translation software to the automotive and aerospace markets.

EDUCATION

Bachelor of Science – Madonna University