

Professional Summary

My wheelhouse is in the enterprise software space with over 15 years of F500 B2B customer-facing technical sales, technical presales and post-sales experience.

I have a proven ability to translate complex on-prem and SaaS solutions into discernible customer value ROI - I live for getting that light bulb above a future customer's head as they see the value of the solution!! As the technical SME, I managed large ticket (\$150K-\$1.5M) elongated enterprise sales cycles in the discovery, scoping, configuration, and deployment of critical turnkey and custom hardware/software integrations. Confidently possesses a high technical aptitude, seasoned team leadership ability, and equally adept at handling C-level discussions to technical presentations and POCs. Considered by peers to be a true high tech "head coach" with a track record of creating value in a variety of business and technology environments.

Willing to relocate to: Austin, TX - Seattle, WA - San Diego, CA

Work Experience

Head of Sales & Business Development

MSP

-Anaheim Hills, CA

January 2019 to Present

- Senior sales executive responsible for curating a successful sales program for managed services solutions for SMBs..
- Develop / Execute solution proposals and collateral including presentations and demonstrations.
- Managing responses to RFIs/RFP's and scoping and managing proof of concepts (POCs), and all sales presentations.

Senior Solutions Consultant

Software Company

July 2021 to January 2023

- Senior presales engineer responsible for managing the elongated sales cycles, providing a trusted advisor SME role to the AEs and Partner Managers within both Signavio and it's new parent company SAP.
- Provision of business and technical support to the regional sales team. Develop / Execute solution proposals and collateral including presentations and demonstrations. Managing responses to RFIs/RFP's and scoping and managing proof of concepts (POCs)

Sales & Solutions Engineer

Software Company

Remote

June 2020 to November 2020

■ A technical pre/post sales role responsible for presenting the Company's transformative digital engagement software platform. Technical evangelist promoting CallVU's platform, uniting voice, and digital to empower customers and agents with an enriching digital experience. Provision of business and technical liaison via RFPs, discovery, scoping, POCs and solution proposals for the North American sales team. Post-sales Customer Success Manager role for several key accounts including AT&T.

Automantion Company

December 2018 to March 2020

- Owns the entire technical portion of the sales cycle, including RFXs, product demonstrations, PoCs, Pilots, competitive analysis, and marketing events. Work with sales team to ensure key influencers are on board and best practice RPA is being positioned early in the sale process. Demonstrate the Blue Prism proposition and key differentiation.
- Prepare project timelines for creating and delivering demo artifacts; manage projects to agreed upon scope.
- Work with the other Blue Prism teams to ensure client requirements can be met from a functional and delivery viewpoint.

Business Development Specialist

MSP -Anaheim, CA

September 2018 to December 2018

■ Pure sales role, responsible for helping to open a new branch in Southern California, operating in the role of an SME overlay within the Managed IT sales team. Work with AEs, sales manager and MIT District Manager to coordinate all aspects of the client engagement, assessment and sales cycle process. Own and manage the MIT System Assessment process and all associated documentation. Prepare all financial and ROI documentation to help sell the solutions to the client. Assists in the writing of the System Assessment document, network diagrams, quotes, etc. and help prepare for final client delivery.

Sales Engineer

Amazon

(on-prem position)

■ Reporting to the EVP WW Sales in a technical pre-sales role, was responsible for managing all presales technical questions, support the entire sales cycle including RFP/RFI, discovery calls, POCs, online/in-person demonstrations, test license generation, support for installation, KPI collection to determine success/failure, and onsite customer meetings as well as partner convention events. Proficient in AWS and GCP cloud architectures.

Principal Solutions Consultant

Communications Company

February 2016 to September 2017

■ A presales technical role responsible for presenting the Company's platform of cloud SaaS-based software solutions to prospects, partners and customers, utilizing my industry breadth of experience and knowledge, and my honed presentation & verbal communication skills.

■ Provision of business and technical support to the regional sales team. Developing solution proposals and collateral including presentations and demonstrations. Managing responses to RFIs/RFP's and scoping and managing proof of concepts (POCs).

Presales Solutions Consultant
HP

July 2013 to February 2016

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■ As a trusted technical advisor, demonstrate and articulate the HP Exstream solution value to C-levels, architects and business users.

■ Manage and/or support the technical sale for multiple engagements to successful conclusion by working with Prospects,

Client Executives, and Account Managers. Also acting as lead technical architecture/implementation discussions in all sales cycles and delivery of RFIs and RFPs and POCs.

Certificate

SDLC Project Management II-Saisoft, Inc.

January 2014 to December 2014

Studied Business Administration

California State University

Education

Degree in Business Administration - MIS

Santa Ana College (Formerly Rancho Santiago College)

Skills

- SaaS
- Enterprise Software
- Microsoft SQL Server
- SQL
- SDLC
- Pre-sales
- C#
- AWS
- Git
- MySQL
- RESTful API
- SSIS
- AI
- Solution architecture
- Solution sales
- Business process modeling (BPM) (3 years)
- Disaster recovery (2 years)
- IT management (5 years)
- Sales management (8 years)
- MEDICC (10+ years)
- Pre-sales (10+ years)
- IT service management (8 years)
- B2B sales (10+ years)
- Business
- Contract negotiation (10+ years)
- Robotics Process Automation (RPA) (3 years)
- Business continuity planning (2 years)
- Managed Service Provider (MSP) (6 years)
- HIPAA (7 years)
- Compliance management (5 years)
- Strategic partnerships (4 years)
- Customer relationship management (10+ years)
- Customer Success (8 years)
- Software implementation (10+ years)
- Project management (7 years)
- Presentation skills (10+ years)
- Product demos (10+ years)
- Ores

Links

www.linkedin.com/in/waynebarney

Certifications and Licenses

CompTIA Network+