

SEAN BURGESS

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GLOBAL SENIOR BUSINESS DEVELOPMENT MANAGER

TERRITORY & ACCOUNT MANAGEMENT – SALES STRATEGY – REVENUE GROWTH

Award-winning Sales and Business Development Manager with 10+ years of experience generating over \$15M in sales, new business, and account acquisition for billion-dollar corporations. Proven history of producing and executing sales growth strategies to optimize account profitability.

MASTER OF CLOSING: Renowned for discovering, securing, and landing million-dollar deals and accounts which contribute to company bottom line.

NEW MARKET DEVELOPMENT: Familiar with breaking ground in new markets after conducting careful and in-depth research about trends, demographic, and competition for successful launches.

BUSINESS ACUMEN: Able to align sales and bizdev operations and goals with company revenue targets and objectives. Laser-focused on delivering growth, reducing customer/business churn, and pursuing new opportunities.

Enterprise Applications Sales | SaaS Sales | Consultative Selling | Closing | Relationship Building & Management
Partnerships | Business Acumen | Account Management | Project Management | Strategy & Planning | CRM Management
New Market Penetration | Contract Management | Market Research | Communication | Leadership

SALES EXPERIENCE

SENIOR CLIENT EXECUTIVE | Verizon Business – NY, NJ, PA (2019-Current)

Acquire over \$15M in new sales and revenue from several multi-billion-dollar conglomerates to aid in Verizon – a F50 company – becoming the premiere provider of IT services for business and corporations across the world. Managed and grew a series

of high-profile accounts to attribute \$17M in company profit. Ranked as the #1 top-tier account executive in the entire Top Northeast Region. Consistently exceed sales quota by 120%.

☐ Assigned to work and maximize the profitability of multi-million-dollar accounts like PPL Corporation, Alcoa, Altria Group (Phillip Morris), JP Morgan, Mastercard, Goldman Sachs, and MARS.

☐ Consult and pitch 20+ Fortune 50 businesses on a comprehensive suite of IT solutions including managed services, professional services, cloud security, SD-WAN, 5G, fiber, and LTE services.

☐ Analyze account performance to develop growth and improvement strategies to increase revenue and profitability.

☐ Closed a total of \$15M in new business.

☐ Aggressively pursue new sales opportunities and deals. Convert 10+ prospects in customers.

☐ Point of contact for account representatives and senior leadership officials. Communicate effectively across teams and rectified any problems or discrepancies to ensure client satisfaction.

☐ Implement best sales practices such as outreach, follow-up, client/account research, and more to secure and cultivate prospective business leads.

MAJOR ACCOUNT EXECUTIVE | Windstream Enterprise – New York, New York (2018-2019)

Discovered and closed \$5M in new managed services, UCaaS, LAN/WAN/SD-WAN, and security enterprise accounts - added Bristol Myers, Macy's, Universal Music Group, and Windstream client portfolio, contributing to the fiscal success and growth of the company.

☐ Elevated customer relationships in designated region.

☐ Positioned Windstream's IT service suite as the key to solving technological challenges for 12 Fortune 500 businesses.

☐ Gathered industry research, data, and trends and leveraged it as a resource when pitching potential clients.

SR. ACCOUNT EXECUTIVE | Internap (INAP) – NY, NJ (2017-2018)

Joined the INAP team to spearhead the strategic 112% growth of B2B accounts and clientele utilizing agile cloud, cloud migration, and DCS/Colocation services. Generated \$10M in sales a revenue in 18 months.

☐ Hunted, identified, and closed new Agile Cloud Services, Cloud Migration, and DCS/Colocation opportunities.

☐ Managed and upsold a regional base of Cloud and Colocation accounts.

☐ Strategically worked with management and Sr. Sales Engineers to customize customer solutions.

CLIENT BUSINESS DEVELOPMENT MANAGER | NTT America – New York, NY (2015-2016)

Advanced to Business Development Manager after exceeding sales quota and receiving the prestigious High Achievement Award. Landed over \$10M in new business deals during first year in role. Ensured low revenue churn and high client retention for small and large accounts.

☐ Founded and won fresh enterprise accounts to subscribe to NTT's managed, data center, security, and IP services.

☐ Managed relationships with account representatives.

☐ Collaborated closely with the Solutions Leader to create customized pitches to secure new business.

☐ In charge of selling Arcstar managed IT network services as well as Dimension Data, Integralis, and Keane services.

CLIENT ACCOUNT EXECUTIVE (2012-2015)

Honored as one of the top-performing sales representatives in the entire Northeast Region and one of the top sales representatives in the New York City area by corporate leadership. Exceeded sales quotas by 122% in 2013 and 147% in 2014.

EARLY SALES CAREER

ACCOUNT EXECUTIVE II | Time Warner Cable – New York, NY (2010-2012)

☐ Promoted voice, data, and video services to thousands of potential new and current clients. Awarded as one of the Top Sales Reps in NYC at year-end sales rally.

ACCOUNT EXECUTIVE | TNT USA, Inc. – Long Island, NY (2007-2010)

☐ Sold a portfolio of services to over 400 businesses in the New York area. Recognized as Salesperson of the month for the entire New York region.
Customer Sales & Service Representative | Verizon Communications – Teaneck, NJ (2000 – 2007)

- Sold consumer services and bundled packages such as DSL, wireless, DirecTV and long-distance service.

EDUCATION

Bachelor's Degree in Business Management | New York University