

MICHELLE FLECKNER

PROFESSIONAL SUMMARY

Highly accomplished and results-driven Strategic Sales Executive with a proven track record of driving revenue growth and cultivating lasting client relationships. Leveraging an exceptional blend of strategic vision, market insights, and persuasive communication skills, and have consistently exceeded sales targets and propelled market expansion for leading organizations. Dynamic background in devising innovative sales strategies, mentoring high-performing teams, and collaborating cross-functionally, poised to deliver impactful solutions.

Seeking Strategic Sales Executive position with a forward-thinking organization where customer centric and relationship value solutioning skills can be utilized.


WORK HISTORY


Strategic Sales Executive, 03/2023 - Current One Identity

- Responsible for upselling, cross selling and net new customer acquisition with One Identity's IGA, IAM, CIAM, PAM and Enterprise Log Management solutions to Fortune 50 companies.
- Utilize strategic solution approach to illustrate an enterprise security roadmap for on-premise, cloud and hybrid environments.
- Increased pipeline activity through partner eco-system of resellers and implementation partners.
- Utilized assessments and discoveries to encourage customers to upgrade to new solutions, add additional solutions to optimize their investment and migrate to cloud solutions
- Created pipeline of 2.5 million for next 18 months
- Achieved sales goals and service targets by cultivating and securing new customer relationships
- Built relationships with customers and community to establish long-term business growth.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Utilized social selling skills to meet new prospective customers.

IAM Enterprise Sales Specialist, 06/2022 - 02/2023 One Identity

- Sales Quota Attainment 100%

 Weaverville, North Carolina
28787

 (828) 319-7643

 mmmfleckner70@gmail.com

 [Bold Profile](#)

SKILLS

- Accomplished Strategic Enterprise Sales Executive with 25+ years of expertise in value-driven relationship selling spanning Cloud Transformation, ERP & IT, Security, and Data Governance solutions and consulting services.
- Dedicated to empowering clients through effective cloud transformation and security governance strategies, fueled by genuine passion for their success.
- Integrate impactful Storybrand methodology, Certified Professional Coach, and Emotional Intelligence proficiencies to champion exceptional value-focused consultative selling approach.
- Lead harmonized sales strategies in collaboration with cross-functional teams, including Sales Engineers, Solutions Architects, Sales Operations, and external partners.
- Maintain consistent track record of propelling growth, securing recurring revenue, and expanding territories, evidenced by pipeline activity exceeding 10 times assigned quota to ensure achievement of annual sales goals.
- Conduct comprehensive needs assessments and in-depth client explorations, crafting tailored presentations and proposals aligned precisely with unique business requirements.
- Demonstrate expertise in driving revenue growth, aligning customer needs with bespoke solutions,

- Industries: Retail, Non-Profit, Hospitality, Manufacturing, Distribution, Fed/Gov, Automotive, Education
- Led IAM/CIAM discoveries and provide business case and benefits report of moving to One Identity/One Login Solution
- Developed IAM enterprise selling model that resulted in solution roadmaps, increased pipeline by 50% and strengthened value proposition
- Developed IAM/CIAM customer intake form and evaluation process for existing and prospective customers
- Led and managed first One Identity multiple solution concurrent PoC's
- Quarterbacked all One Login IAM/CIAM opportunities for One Identity enterprise and strategic accounts
- This includes; business intake, discoveries, demo's, opportunity qualifications, pricing for product and PSO, partner management, presentation and proposal development and solution value proposition
- Built rapport with customers and assessed needs to make product recommendations and upsell
- Created and implemented solution sales strategies and processes to improve value proposition and competitive position
- Developed solution matrix that mapped to each customers specific requirements and business drivers
- Led strategic direction with solution architect and AE's for product demo's to insure demo's were authenticated to meet customers needs.

Senior Client Partner & Sales Specialist, 04/2019 - 06/2022

Infor

- Provides, SaaS, & ST ERP & Edge solutions
- Partner with Infor customers and Infor AE's to ensure maximum value from customer investments in Infor's enterprise applications
- Industries: Financial, Retail, Professional Services
- Work with existing and prospective Infor customers to identify Infor Cloud Transformation Consulting Services engagement opportunities throughout Mid Atlantic and Southeast US
- Focus primarily on retail and fashion industries along with financial, retail, services and professional services
- Lead teams to sell implementations, upgrades, managed services for SaaS, on-prem enterprise solutions: Financials, Workforce Management, HCM, Supply Management, Payroll, Warehouse Management, and PLM
- Conducted detailed Agility Discovery sessions to develop a solid business case and implementation road map that illustrates the value of solutions and assurance of project estimates
- Provide recommendations for optimal products to meet customer needs
- Worked closely with team members to deliver project requirements, develop solutions and meet deadlines
- Closed average size opportunity of \$700,000 in implementation service engagements

maintaining robust pipeline, and effectively converting leads to enhance profitability.

- Industry expertise spans manufacturing, retail, distribution, finance, hospitality, professional services, food and beverage, life sciences, and non-profit organizations.

- Solutions: CS Financials, CS HCM, d/EPM, Birst, IMS, XM, M3, EAM, WMS and WFM
- Annual Quota: 7.5 million
50% quota fulfillment
95% quota fulfillment
85% quota fulfillment
65% quota fulfillment at half year point.

Sales Director, 03/2017 - 03/2019

Platinum Group

- Platinum Group, i Solved Cloud SaaS MT HCM solution provider.

Sales & Business Development Manager, 08/2014 - 05/2016

LCR

- LCR-Dixon - SAP transaction sales & use tax automation solutions
- Quota : 100 % of quota in 2015 ;110% of quota in 2016
- Industry Focus: Manufacturing, Financials, Retail, Distribution
- Developed simplified direct revenue model, enhanced existing indirect revenue model through channel partners, developed solution-based selling approach
- Developed multiple solution selling model that resulted, increased deal size by 60

Eastern Sales Director, 08/2013 - 07/2014

CODIFYD

- Codifyd provides Data Management -Digital Commerce services for B2B/B2C clients
- Industries: Manufacturing, Distribution, Retail Quota attained: \$1.8 million in revenue
- Responsible for growing Eastern region with net new Data Management -Digital Commerce opportunities
- MDM solutions: Stibo, Oracle MDM, Informatica, Hyler
- Identified customer online commerce revenue gaps and developed competitive online product positioning to support online product revenue goals
- Developed strategic selling model for new and existing customer sales pursuits
- Used consultative sales approach and that resulted in over \$3 million of net new pipeline opportunity and \$1.8 million in closed revenue
- Created an indirect revenue model from partners that resulted in 15% new revenue
- Consistently provided exceptional service and attention to customers and stakeholders.

Senior Sales Executive, 10/2010 - 08/2013

KPIT

- SYSTIME/KPIT provides global SAP, Oracle/JDE implementation support, global outsourcing support
- Industries: Manufacturing, Distribution, Retail
- Attained 100% Quota 2011 - 2013 with annual quota of 2,000,000 in revenue

- Provided enterprise ERP services to fortune 1000 companies
- Worked closely with team members to develop project estimations, solution & implementation road maps and meet revenue deadlines
- Improved regional revenue by leveraging multiple partner channels and sales strategies
- Solutions: Oracle, JDE, All Oracle MDM Solutions, OBIA, OBIEE, Fusion Middleware

Certified Professional Business Coach, 10/2004 - 10/2010

Coaching & Consulting

- Authored and instructed custom coaching and consulting programs to C- Suite Level clients, professional sports team, business owners and managers with insightful coaching, consulting and educational programs
- Notable clients; Sara Lee, Carnival Cruise Lines, Royal Caribbean, Miami Dolphins, Miami Heat and Moosylvania
- Solutions: Leadership & Executive Development, Simplified Revenue Generation Strategic Planning; Sales Process Gap Analysis; Sales Operations Development & Management; Client Retention Strategies; Client Satisfaction Management; Customer Advisory Management; Organization Process & Workflow Development

EDUCATION

Some College (No Degree)

Communications Georgia - Atlanta, GA

ACCOMPLISHMENTS

- VP of Sales Operations (Platinum Group): Created the first inbound channel partner model that resulted in 30% of Platinum Group's revenues
- Sales Manager & Business Development Executive (LCR Dixon): Built the sales, marketing, revenue models, channel partner infrastructure and materials
- Eastern Sales Director (CODIFYD): Grew the Eastern region by 50% and developed indirect partner revenue model
- Certified Professional Coach (MCC): Authored/instructed EI (Emotional Intelligence), Leadership & Team Education Programs, Organization Development
- National BI & MDM Solution Director (KPIT Global Technologies): Successfully positioned KPIT with one of the "Top 5" business and co-selling partners
- Regional Sales Manager (KPIT Global Technologies): Developed over \$20 million of net new pipeline opportunities.

AFFILIATIONS

Member, MANNA Food Bank, 2016 to Current Member, Wild For Life Raptor Rescue, 2019 to Current Member, Defenders of Wildlife, 2018 to Current SaaS, ERP & Software Solution Experience Certifications
Certified Professional Coach