

# JACK E. BARTON

323 East Oakridge Ave | Chevy Chase, MD 20911  
707-555-1212 | jbar@yahoo.me

## DIRECTOR OF SALES

Accomplished technology sales executive, with 15 years of selling consultative solutions to Fortune 500 companies. Award winning achievements.

### PROFESSIONAL EXPERIENCE

---

#### **Topix Network Corporation**

5/2003 to Present

*Wireless Internet hosting software.*

Director of Sales

Sold Topix private label wireless website building and hosting software. Territory included Southeast, and key national accounts.

- Top Sales Director in the company
- Sold initial Topix deal with Interland Corporation which led to recent acquisition of Topix by Interland
- Closed deals with Verizon Online, Earthlink and Adelphia, first Topix contracts with broadband providers. Closed deal with TMP Worldwide, first Topix partnership in franchise/dealer market.

#### **Inktomi Corporation, Yahoo Herndon VA**

3/2000 – 3/2003

*California company providing software services for internet providers.*

National Account Executive

Sold caching and content distribution software solutions into Northern Virginia Service Provider and Satellite market space. Territory included UUNET/WCOM, Cable and Wireless, Nextel and Orblynx

- Delivered \$6M of revenue against a \$2.4M quota in FY00.
- 250% of goal in FY00

#### **SUN Microsystems, NASDAQ: JAVA) McLean VA**

6/1996 - 3/2000

*Provides network computing infrastructure solutions.*

Sales Representative / Team Lead selling to UUNET Technologies. Led team of 2 reps and 2 SEs

- 120% of goal thru Q2FY00
- Developed account plan to generate \$50M in revenue in FY00.
- Developed and sold Sun based Oracle and iPlanet software solutions for UUNET web hosting group.

Sales Representative

Sold to America Online. Established Sun as significant hardware provider for AOL. Sold solutions for customer care, data mining and web hosting. Also migrated proprietary AOL technology to Sun environment.

- Grew account from \$1M to \$10M in FY98, 210% of goal
- Grew account from \$10M to \$100M in FY99, 274% of goal.

Systems Engineer

Pre-sales systems engineer for Southern Area Communications District. Responsible for major ISP accounts; America Online, UUNET and Erols Internet.

Ž Achieved 200% of territory goal

**IBM Corporation****August 1987 to June 1996***International computing technology company.*

Sales Representative, Internet Solutions

Charter member of team formed to market Internet based hardware and software solutions. Developed selling strategy to segment market and pursue both large and small Internet Opportunities.

- Sold solutions based on DB/2, Oracle and CICS.
- Earned "100% Club" Recognition

Advisory RS/6000 Sales Specialist

Sales strategy team leader for large UNIX/Open Systems opportunities. Created and implemented UNIX/Open Systems marketing strategy for the Washington D.C. area.

- Consistently delivered annual year-to-year revenue growth in excess of 100%
- Achieved \$10M in Revenue in 1992
- Achieved \$21M in Revenue in 1993
- Achieved \$45M in Revenue in 1994
- Earned "100% Club" Recognition each year
- Sold solutions involving IBM SP/2, IBM RS/6000, Oracle, CICS and DB2

Sales Representative

Sold to Mobil Oil R&D division. Responsible for coordinating IBM sales and technical support to Mobil R&D division.

- Grew IBM revenue from \$1 million in 1988 to \$6 million in 1991
- Earned "100% Club" Recognition in 1988, 1989 and 1990

**PROFESSIONAL AWARDS****Inktomi:** 3 of 3 Tiki Clubs – Recognition for Sales Excellence**Sun:** 2 of 2 Sunrise Clubs - Recognition of Top Sales Performers**IBM:** 7 of 8 100% Clubs – High Achievement, Sales**EDUCATION**

Columbia University, New York, NY

School of Engineering and Applied Science

Master of Science (MechE) - 1987

Bachelor of Science (MechE) - 1983