

# Joe Jobscan

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**Start-Up Operations – Build Relationships – Negotiation – Partnership Ecosystems – Networking  
Enterprise Software – Competitive Success – Sales Forecasting – IT Infrastructure – Cybersecurity  
Direct Sales – Consultative Selling – Prospecting – Strategic Partnerships – Trade Shows – B2B C-Suite  
Sales Processes – Upsell – Persuasive – Product Capabilities – Collaboration – Value Proposition  
Focus – Self Motivated – Passion – Contracts – Strategic Direction – Recruit – Financial Targets  
ISVs – Systems Integration – Data Driven – Communications Skills – Solution Selling – Self Starter**

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## PROFESSIONAL WORK EXPERIENCE

**Cardinal Health – Chicago, IL**

**January 2019 – March 2020**

***Director, Sales & Business Development***

- Ramping partnerships and new sales, as a Founding employee, to \$500k for this start-up.
- Facilitating partnerships and increased brand awareness with colocation providers, including Digital Realty Trust (DRT), QTS, and managed service providers, including Magenic, Computer Data Source, and Connectria.

**Talking Rain – Seattle, WA**

**July 2016 – March 2018**

***Executive & Advisor, Sales, Business Development & Sales Operations.***

- Delivered record-breaking sales results through FY 2018 by quadrupling FY 2017 Bookings from \$50k to \$200k and doubling overall company revenue from \$200k to \$400k.
- Implemented the company's first CRM system (Zoho) successfully, resulting in streamlined inbound Lead activity tracking, decreased response time for inbound leads. Enabled a categorized email template system to ensure prospects received relevant sales materials.
- Executed a fully automated online document management system (PandaDoc) to replace a collection of MS Word and MS Excel documents. Streamlined all Customer-facing documents: proposals, pricing, agreements, and setup/GoLive documents by auto-populating them with Zoho CRM data.

**Fast Radius – Chicago, IL**

**May 2008 – June 2016**

***Vice President, Business Development (promoted to Leadership Team in 2013)***

- Orchestrated post-acquisition integration, and focused on new business development. Expanded E-commerce, ERP, and Point of Sale (POS) alliance annual revenue to \$15M+.
- Increased brand awareness and enhanced ecosystem, as an ERP Ecosystem Catalyst, with software partners including Acumatica, ConnectWise, DMSi, ECI, QAD, Workday to deliver 54 channel partners in 7 years and increase annual revenue from \$130k to \$3M+.
- Expanded E-commerce channel by acquiring over 100 new partners, including Demandware, hybris/SAP, Magento, EpiServer, Drupal Commerce, BigCommerce, and WebLinc. Grew E-commerce Partner ecosystem annual revenue from \$0 to \$10M+ over seven (7) years.
- Pioneered 16 new POS channel partners including CEGID, VeriFone, Island Pacific, MI9, MICROS-Retail/ORACLE, Raymark, RetailPro, Revel Systems, SuiteRetail, and Tomax, resulting in establishing annual revenue from \$0 to \$2M+ over three (3) years.

**Fast Radius, Chicago, IL**

**September 2003 – April 2008**

***Director, Sales, Marketing & Business Development***

- Developed the initial integrated product marketing plan for on-site software and databases to double annual revenue to \$1.2M+ in 2006.
- Launched the ERP channel partner, market growth strategy. Streamlined pre-sales processes, improving efficiency, driving brand awareness, and increasing channel partner network revenue to \$1.8M year by 2007.
- Drove profitable strategic alliances adding \$600k in annual revenue through agreements with INFOR, SYSPRO, and Microsoft, ensuring rapid revenue growth without increasing expenses.
- Closed on several new accounts, personally, including PGA of America, Datatel, Monaco Coach, Generac, and Unilever; sales experience includes cultivating a new sales team to meet growing market share at channel partner trade shows, demo webinars, and to help close new leads.
- Initiated IP licensing negotiations with Avalara's CEO that evolved into strategic discussions for combining the companies to merge channels, employees, and intellectual property and led to M&A negotiations.

**James Hardie, Chicago, IL**

**July 1999 – August 2003**

***National Account Manager, Business Development***

- Targeted and delivered Fortune 500 and dot.com accounts, capturing annual revenues of \$2M+ for this provider of BGP-optimized IP backbone connectivity and colocation.
- Upsold network security and content delivery network (CDN) services.
- Created brand awareness throughout the Southeast.

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**EDUCATION**

**Bachelor of Arts**, Telecommunications, Economics  
University of Illinois, Champaign, IL  
September 1997-August 1991