

JIM DOOLEY

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OBJECTIVE

To fully utilize my proven abilities in **sales, marketing, management, operations and executive leadership** to help a dynamic and growth-oriented organization exceed their corporate & personal objectives.

RECENT EXPERIENCE

LeaseQuery – VP – Channels & Alliances

4/19 – Present

Purpose Driven software to address the needs of complying with recently mandated standards for handling and accounting for all leases in an organization.

- Defined the partner programs for different types of partners, hired 4 new partner managers
- Recruited partners and developed GTM plans executing jointly to drive predictable results
- Achieved first year revenue growth of over \$1 Million
- Drove consistency in sales process for more predictable revenue forecast projections
- Significant partners included Infor, sage Intacct and RSM

BeyondTrust – Senior VP – Sales – The Americas

3/18 – 10/18

Cyber Security experts by controlling privileges and passwords to prevent data breaches. Privileged Access Management and Vulnerability Management

- Led the America's sales team of about 80 and driving 70% of revenue
- Achieved record breaking year over year revenue growth to over \$120M
- Drove consistency in sales process for more predictable revenue forecast projections
- Significant wins included Oracle, Microsoft, Ford, McDonald's, State of Maryland and GM

KeePeople – Principal

5/17 – Present

Helping organizations improve their top line revenue by refining, developing and documenting the sales process while focusing on skills development and coaching of the sales professionals and managers to execute to the best of their ability.

- Review and update sales processes to gain efficiencies and consistency
- Extend the awareness and knowledge of everyone involved in the sales process, not just the sales professionals and sales managers to improve overall sales effectiveness and win rates
- Personal training of sales and management skills for effective improvement of sales teams
- Competitive analysis for objective assessment on how to best differentiate and win deals
- Improve revenues focused on customers for upselling and cross-selling

InnoVergent / GovSense – Senior VP – Sales & Marketing

4/16 – 5/17

InnoVergent is a reseller of NetSuite and Adaptive Insights SaaS solutions for enterprise customers. Over the 10 years in business serving hundreds of customers, a vertical focus was developed for the local government industry and delivered via GovSense. Sharing resources, the companies have leveraged expertise to bring this new product to market.

- Developed and implemented sales and marketing processes, systems and policies
- Working as a player coach managing salespeople as well as driving sales individually
- Doubled the pipeline in the first 8 months
- Sold the first GovSense customer to include related licensing issues, pricing, contracts, setup, implementation and ongoing support while developing a referenceable case study for this competitive replacement

CoStar Real Estate Manager/Virtual Premise – Senior VP – Sales & Marketing

9/10 – 3/16

A leader in Corporate Real Estate Management SaaS Solutions increasing efficient management for tenants of corporate real estate and their organization to drive profitability and improve decision making. Customers include General Electric, Southern Company, Bank of America, McDonald's, Verizon, Mohawk, CBRE, JLL and Cassidy Turley.

- Established processes and standards for predictable growth

- Doubled pipeline and revenues while providing significant increases in new logo sales year over year
- Managed 20 person Sales & Marketing team through acquisition and rebranding efforts
- Cross-functional engagement with Product Management for lease accounting changes

SCA Technologies – Vice President of Sales

1/09 – 9/10

SCA Technologies is a leading provider of Strategic Cost Analysis software and services saving its customers hundreds of millions of dollars each year. Customers include McDonald's, Church's Chicken, Bama Pies, Northside Foods and many others.

- Drove record revenues and profitability
- Grew pipeline over 400% in 6 months

NetPro Computing/Quest Software

3/06 – 1/09

NetPro/Quest provides software and services to help organizations secure and manage their network infrastructure in a cost-effective manner while providing the compliance necessary in various regulated industries.

- Held several roles including Director of Sales, Vice President of Sales-Midmarket and Business Development and Vice President of Marketing
- Developed inside sales program and organization exceeding \$2M in first year
- Increased direct email response rates by over 50%

InfoMentis – Principal

6/03 – 3/06

InfoMentis was a sales training and consulting organization helping companies with all of their customer facing experiences including sales, services, support, marketing, and management. Sold and delivered services worldwide.

- Clients included McKesson, SunGard, Oracle, Microsoft, HP and many others;
- Focused on customer facing activities that affect revenue including sales skills, management coaching, deal reviews, direct and indirect sales and marketing, maintenance revenue enhancement, corporate messaging, sales cycle alignment with customer's buying cycles

PRIOR EXPERIENCE

Experienced across industry verticals in software, communications and consulting. Positions held ranged from Senior Vice President of Worldwide Sales to audit and consulting with numerous companies including but not limited to Deloitte, Cox Communications, Management Science America (MSA) and Dun & Bradstreet Software (DBS).

ACCOLADES AND INTERESTS

- Skilled in vision, strategy and execution
- Excellent interpersonal communication and presentation skills
- Proficient in Microsoft Office, Salesforce, PipeDrive and Google
- Certified Public Accountant – Inactive
- Published author
- Who's Who in America's Society and Business

COMMUNITY INVOLVEMENT

- National Board of Directors – Stand Up For Kids, helping homeless children of America
- Finance Chair, Fundraising Event Chair, Parish Council – St. Peter Chanel Catholic Church
- Former Board Member – Roswell High School Lacrosse Booster Club
- Former President and Board Member – Homeowner's Association

EDUCATION

Niagara University
BBA – Accounting