

JOHN HARRIS

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C-Level Relationship Manager / New Business Development Executive

~ Expertise in Managing Accounts for Federal Civilian Agencies & Healthcare Providers ~

Trusted Advisor... Proven ability to present and recommend technology insight and business solutions to CIOs, CTOs and Senior Managers, while helping them make the best decisions on IT purchases and deployments.

Goal Oriented... Displays focus, discipline and creativity, consistently exceeded corporate goals for: sales quotas, customer satisfaction, team leadership, and personal growth.

BUSINESS PHILOSOPHY

“My goal is to become a trusted advisor to my clients. To achieve this it is critical for me to understand the organizational and personal goals, strategies, and initiatives of my clients and how I can impact them. I strive to accomplish this every day through a consultative approach - asking the important and sometimes tough questions to better understand the current approach and direction, internal and external influencers, stakeholders, and the overall impact of the initiative to the organization. When I understand my client’s goal I can offer appropriate insight and solutions.”

PROFESSIONAL ENDORSEMENTS

In John's work as an Account Manager for Northrop Grumman, I found him to be a unique individual... someone that has a high sense of integrity, very personable and creative. His interest was not only to provide service to NG as an organization - but to work with me as an individual to help me meet my own personal and team goals. *Dr. David DeHaven, PhD... CTO, Northrop Grumman Information Technology*

John is a consummate professional who follows a disciplined approach to business development and sourcing leads. I was confident he was completing the necessary due diligence to help properly define the required services and craft a focused proposal... and John is very good at establishing and maintaining relationships. *Mr. Jeff Fogel, Services Partner, Microsoft*

BUSINESS EXPERIENCE

THE BOLTON GROUP LLC, Washington, D.C.

5/2008 – Present

The world's leading information technology research and advisory services consulting company

C-Level Senior Account Manager - Federal

Responsible for maintaining the \$2M ‘book of business’ in the Federal Organization and growing it by 10% annually. Establish and maintain CIO/CTO level relationships selling IT Research and Advisory services to Federal Civilian Agencies including the FRB, SEC, FCC, PBGC, EXIM, CFTC, AO, SI and ITC.

- ❖ Exceeded corporate expectations and new business development goals in FY 2008 and FY 2009, and currently on target to surpass all FY 2010 expectations by the end of the 2nd quarter.
- ❖ “Winner’s Circle” 2008 / Honor awarded to those few who achieve Top 20% of Sales in the organization.

MICROSOFT CORPORATION

5/2003 – 3/2008

The world's largest developer and seller of Enterprise level software and IT solutions

Major Accounts Manager - Federal / Healthcare & Life Science division

Microsoft Federal (2006-2008)

Managed CIO and Executive relationships with Northrop Grumman on a global basis focusing on “sell to” revenue generated by internal NG consumption.

- ❖ Developed comprehensive business plan to increase Microsoft’s revenue and extend our platform.
- ❖ Attained 113% of full year quota in FY 2006 against a \$29M quota, and 117% of full year quota in FY 2007 against a \$30M quota.

Microsoft Healthcare and Life Sciences (2003-2006)

Managed CIO/CTO and Executive relationships with: five major hospitals in New York and four in the mid-Atlantic; and with one major regional Health Plan.

- ❖ Carried the highest sales quota in the East Region for HLS.
- ❖ Closed over \$12M in revenue in the first year.
- ❖ Attained 125% of full year quota in FY 2004 against a \$8M quota, and 125% of full year quota in FY 2005 against a \$9M quota; and 176% in collaboration solutions in FY 2005

EXTREME LOGIC**4/2002 – 5/2003**

A \$25M application development IT consulting firm focused on Microsoft technology solutions

Director of Business Development

Recruited to develop and lead a sales team, establish new C-level relationships, and build a profitable book of business.

- ❖ Managed two Business Development Managers while over achieving our \$6M quota.
- ❖ Personally managed Partner Relationship with Microsoft Corporation, working closely with the company to sell their .NET solutions.
- ❖ Closed over \$1M in revenue in first six months while establishing the #1 sales region in FY 2003.

VISALIGN, LLC**6/1999 – 4/2002**

A \$50M professional services organization focusing on infrastructure related Microsoft technology services

Director of Business Development

Reporting directly to the President and CEO- opened the Washington, D.C. office assuming Partner Manager and sales team management responsibilities.

- ❖ Closed over \$1M in revenue in the first fiscal year.
- ❖ Attained 150% of quota in FY 2000 against a \$6M quota, and 120% of quota in FY 2001 against a \$10M quota.

GTSI**9/1997 – 6/1999**

A Reseller of Microsoft, Cisco, IBM, Compaq, and HP hardware and software into the federal market

Program Manager

Assigned world-wide responsibilities for GTSI's Department of State account; working closely with the CIO and Deputy CIO of DoS, managed all vendor relationships for this contract.

- ❖ Managed the contract from loss leader to positive revenue by working closely with EDS (sub on contract) to develop higher margin services opportunities.
- ❖ Developed the State SII IDIQ contract from \$0 to \$35M contract
- ❖ Top civilian contract '97 & '98

EARLY BUSINESS EXPERIENCE _____**XEROX CORPORATION****11/1991 – 9/1997****Account Manager**

Successfully managed and grew all business activities for the United States Department of Commerce account.

ADP / AUTOMATIC DATA PROCESSING**5/1985 – 11/1991**

Account Manager – Payroll Services division

Significantly grew the ADP customer base in the Washington D.C. territory, exceeding sales production quotas every year.

EDUCATION _____

Bachelor of Science in Business Management, Hampton University, Hampton, VA, May 1985