

# BENJAMIN MARCO, P.ENG

SALES ENGINEER / SOLUTIONS ARCHITECT

**Building rapport,  
Driving sales,  
Earning profit**

## PROFESSIONAL SNAPSHOT

- Dedicated technology pre-sales executive with over fifteen years of award winning performance.
- Offers valuable design, installation, and end-user training and a remarkable record for closing sales.
- Provides reliable and robust solutions through leading edge innovation to drive costs down.
- Manages technology and national sales expanding existing business while improving profitability.
- Secures new contracts by forging relationships and generating referrals based on service.
- Exceeds targets as a trusted advisor to key accounts driving market share and sales growth.

## TECHNICAL PROFICIENCIES

Directory Technologies: Microsoft Active Directory, Novell eDirectory, Novell Identity Manager ( DirXML ), IBM Tivoli Identity Manager, OpenLDAP, Red Hat Directory Server

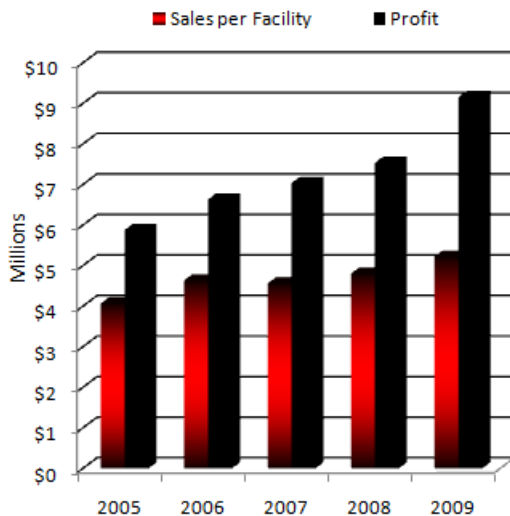
Operating Systems: Linux, Microsoft Windows ( NT, 2000, 2003, XP ), Novell NetWare (ELS, 2.X, 3.X,4.X, 5.x, 6.x)

Management Tools: Novell ZenWorks, Microsoft SMS, INTEL LanDesk, HP Openview, Red Hat Network

Collaboration Systems: Microsoft Exchange, Lotus Notes, Novell GroupWise, Sendmail, Postfix

Networking: TCP/IP, DNS, DHCP, Cisco, Nortel, Lucent

Drove Sales & Profits Up YOY



## PERFORMANCE HIGHLIGHTS

Reduced transaction time for global clients from 24 seconds to less than three milliseconds. Led to \$12.3M of product and service sales plus \$1.4M in recurring revenue.

Linked PRIME mini and Unix computers into the Local Area Network (LAN) allowing users to connect to the systems through the network using a public domain Telnet package that saved in excess of \$4M.

Deployed various applications to resolve obstacles delaying the completion of a medical portal project. Met all expectations and within one year delivered \$1.8M in product and services that satisfied the needs of all users.

## **AWARD WINNING RECOGNITION**

Multiple President Club Award Winner for exceeding Sales Quota

Recipient of Multiple International Awards for Technical Solutions

## **RAPPORT ■ SALES ■ PROFITABILITY**

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## PROFESSIONAL CHRONOLOGY

### **Solution Box Ltd, Marlowe, BC**

**2005 - Present**

*A leader in enterprise Linux technology distribution and the most recognized open source brand in the world. Operating from 158 locations in 27 countries worldwide. Posted annual revenue of \$650M in 2009. [www.solutionbox.com](http://www.solutionbox.com)*

#### **DIRECTOR SOLUTION ARCHITECTURE** reporting to the CEO

Sought after to improve revenue quota, ensure deployment and achievement of service objectives, while increasing market share. Executive point of contact for prospects, clients, partners, and sales teams. Responsible for the development and implementation of the technical sales strategies to meet corporate objectives.

- Managed an annual operating budget of \$15M overseeing an operational team of 15 in large-scale projects using web services to expose data with assets under administration of over \$5M.
- Co-presented progressive technology infrastructures, product offerings, and data product development to facilitate a \$5.6M corporate agreement and sale.
- Built the infrastructure to support critical test conditions and established agreed upon test protocol with the European Exchange salvaging a \$3.5M contract.

### **Ryan Technologies, Vernon, AB**

**1995 - 2005**

*International service provider integrating mixed IT environments. With operations based in 47 countries around the world generating annual revenue in excess of \$3B. [www.ryantech.com](http://www.ryantech.com)*

#### **TECHNOLOGY SOLUTION SALES ARCHITECT (Pre-sales Engineer)** reporting to the CTO Canada

#### **MANAGER INFORMATION SYSTEMS** reporting to the CIO

Recruited to deliver a complete sales cycle developing and executing technical enablement plans to meet partner and corporate targets. Responsible for sales quotas of up to \$12M and team quotas as much as \$60M.

- Spearheaded a team of technology professionals in the co-development of a new application at a major Canadian financial institution. This allowed the client to reduce costs and improve performance with six times more throughput compared to the previous version of the application. Won a \$10.2M contract as a result.
- Collaborated with partners to develop sales and marketing strategies. Led the gathering of architecture, design, and presentation of solutions for prospects growing business by 80% with more than \$5M in sales over 3 years.
- Developed an architecture allowing six separate hospitals to share one system access while running independent requirements by creating a circle of trust between the hospitals. This design won a \$3.2M contract.

*"Benjamin is capable of conversing and closing business with senior executives and also fully capable of earning the trust and respect of technologists. His experience and solid people skills made a significant difference in our corporate development."*

Brian Button, CTO, Ryan Technologies Canada

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## ADDITIONAL EXPERIENCE

Data II Data Inc., Morow, ON  
POST-SALES ENGINEER

1992 - 1995

## ACADEMIC CREDENTIALS

Bachelor of Engineering (Materials) – McMaster University, Hamilton, ON  
Concordia University, Montreal, QC – BA Computer Science  
Professional Engineer (P.Eng.) – Professional Engineers of Ontario and Alberta

## PROFESSIONAL DEVELOPMENT & TRAINING

### **Sales**

Effective Presentation Training  
Miller Heiman-Strategic Selling Training  
Miller Heiman-Large Account Management  
Planning Training  
Time Management  
Question Based Selling Training  
Advanced Presentation Training  
Tactical Based Selling Training  
Solution Selling

### **Technical**

Managing Netware LANs Advanced  
Windows and Netware  
Networking Technologies  
Netware Service and Support  
Netware 3.11 Advanced System Manager  
Netware 4.x Administration  
Certified NetWare Engineer  
Netware 4.x Installation and Configuration  
UNIXware Installation and Configuration

Supporting Microsoft NT Server 3.51  
Netware TCP/IP Transport  
Windows '95 MCP  
NT 3.51 Workstation MCP  
NT 3.51 Server MCP  
Microsoft TCP/IP MCP  
Microsoft NT 4.0 Server MCP  
Microsoft NT 4.0 Enterprise MCP  
Microsoft SMS MCP  
Microsoft Certified Systems Engineer  
BrainShare Technical Training  
DirXML Bootcamp  
Linux Technologies  
Ximain Red Carpet  
Suse Linux Enterprise Server  
Novell Linux Desktop  
Novell Technology Update Training  
Datacentre Boot Camp  
SUSE Linux Fundamentals  
SUSE Linux Administration  
SUSE Linux Advanced Administration

*"In all my years in the business, I have never seen anyone with Benjamin's work ethic. He is dedicated and committed to fulfilling the objective in every mandate."*

Michael Berns, Area Services Principal, Solution Box Ltd.

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