

En Pointe Technologies Professional Profile

Name	Neelu Faria		
Title	Account Executive		
Summary	Action-oriented Executive with impressive track record of leadership success in sales. Proven expertise strategic planning and key account management. <ul style="list-style-type: none">▪ 27 years' experience in managing and selling into Corporate, Academic and Government accounts.▪ Main focus hardware and software management and compliance▪ Analyze and propose best programs		
Training and Certifications	Last updated trainings: Microsoft Licensing Certification Adobe Licensing Certification McAfee Licensing Certification		December 2010 November 2010 July 2009
Education	College graduate of N. Wadia College, 1979, BA.		
Work Experience			
<ul style="list-style-type: none">• EN POINTE TECHNOLOGIES, Feb, 11th 1995, current Duties: Account Executive, manage and sell into assigned territory.• Infosystems (LAR), November 1993 – Jan 1995 Duties: Account Executive, manage and sell into assigned territory. County of LA• Personal Computer Center (LAR), June 1984 - November 1991 Duties: AE. Managed Enterprise Corporate and Gov accounts			