

En Pointe Professional Profile

Name	Miguel Franco
Title	Account Executive
Summary	<p>Multilingual Professional with demonstrated success in global sales, business development, private and public sectors.</p> <p>Motivated Sales Professional with excellent organizational, relationship building, and interpersonal skill that deliver results. Focused on selling IT services which help clients lower their cost, mitigate risk and improve business outcomes.</p> <p>Accomplished Sales Executive with over 17 years of success in complex solution selling to Executives and High Level Decision Makers from small companies, fortune 500 to local government and education. Consistently exceeding sales goals and recognized as a top achiever.</p> <p>Awards Winner of High Achiever's award 2007, 2008; Winner of Mission Critical Winners Summit 2007; Recognized as top 4% of WW at Winners Summit 2004; Recipient of 2002 Sales Excellence Award; Highest quota Achiever for Business Continuity Services 1999.</p>
Skills Inventory	
Training and Certifications	ITIL V3 Foundation Certified December 2008
Education	DeVry Institute of Technology Chicago, 1990, BS Electronics Engineering Technology
Work Experience	
<ul style="list-style-type: none"> ▪ En Pointe Technologies, CA, August 2010 - Present Account Executive – Public Sector, Higher Ed, K-12 ▪ Hewlett-Packard, CA, NY, IL, 1991 – 2010 Various roles in Sales support Global Corporate Accounts, Enterprise, SMB, and Public Sector Industry Standard Servers Mission Critical Services Business Continuity Services Large Territory Account Management Solution Architect Field Service Engineer 	