

## En Pointe Professional Profile

<b>Name</b>	<b>Todd Dominguez</b>
<b>Title</b>	Senior Account Executive
<b>Summary</b>	Over 12 years of sales and project management experience. His current and long term customers include the County of San Bernardino, County of Santa Barbara, City of Santa Barbara, County of Los Angeles, The Port of Los Angeles and Los Angeles World Airports.
<b>Responsibilities</b>	<ul style="list-style-type: none"> <li>• Supporting your account as the main point of contact</li> <li>• Utilizing internal services resources to assist you in any service initiative</li> <li>• Ensuring competitive pricing model(s) based upon the products or services required</li> <li>• Managing the creation of any new proposals or statements of work</li> <li>• Assisting with the transition between a sale and service deliverable</li> <li>• Ensuring the account needs are met for ongoing quality control processes, customer satisfaction, technical support, expert account management, and procurement expertise</li> <li>• Providing onsite presence and account reviews; in the form of routine on-site visits, daily emails, phone conversations, weekly or monthly updates or may become part of your regularly scheduled quarterly and annual business reviews (QBR's / ABR's).</li> <li>• Coordinating meetings, product demonstrations and product evaluations</li> <li>• Reviewing work flow structure to ensure quality and efficiency for project execution</li> <li>• Communicating goals, strategies, and policies to all members of the En Pointe account team.</li> <li>• Suggesting best practices based on regular review of report activity and other reports to identify trends and patterns</li> </ul>
<b>Education</b>	BS, Business Administration
<b>Work Experience</b>	
<ul style="list-style-type: none"> <li>• En Pointe Technologies, Senior Account Executive April 2009 - Current</li> <li>• NEC Unified Solutions: Sr. Account Manager Nov 2007 - Mar 2009</li> <li>• SBC, DataComm: Account Manager Mar 2003 - Nov 2007</li> <li>• WRJ Group: Project Manager Jan 1997 - Mar 2003</li> </ul>	