

Name	Jan Edwards										
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">▪ 15 years experience managing and selling into Corporate, Academic and Government accounts.▪ Main focus software management and compliance▪ Analyze and propose best programs										
Training and Certifications	Last updated trainings: <table><tr><td>Microsoft Licensing Certification</td><td>December 2009</td></tr><tr><td>Citrix Licensing Certification</td><td>June 2009</td></tr><tr><td>Symantec Licensing Certification</td><td>June 2009</td></tr><tr><td>VMWARE Licensing Training</td><td>November 2009</td></tr></table>			Microsoft Licensing Certification	December 2009	Citrix Licensing Certification	June 2009	Symantec Licensing Certification	June 2009	VMWARE Licensing Training	November 2009
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Symantec Licensing Certification	June 2009										
VMWARE Licensing Training	November 2009										
Education	College graduate of Eastern Washington State College, 1977, BA in Business.										
Work Experience											
<ul style="list-style-type: none">• EN POINTE TECHNOLOGIES, April, 2005, current Duties: Account Executive, manage and sell into assigned territory. Hold state wide contracts in TX for software and hardware. Region VIII, Educational Service Center has followed me for the last 15 years w/software contract, and now have added the hardware.• SOFTMART (LAR), November 2003 – April 2005 Duties: Account Executive, manage and sell into assigned territory. Held Presidents club for 2years for high sales. Offered a job with En Pointe to manage State of Washington MS contract.• SOFTWARE SPECTRUM (LAR), August 1996 - November 2003 Duties: Inside Sales, worked w/outside Acct Exec, set up appts, managed accounts and dug deeper into accounts for more business and compliance. Received numerous awards for high sales, recognized by MS as one of their leading sales associates.											