

En Pointe Professional Profile

Name	Rob Thomas	
Title	Account Executive	
Summary	<p>Action-oriented Executive with impressive track record of leadership success in sales and business development. Proven expertise in domestic marketing, strategic planning, and key account management.</p> <p>Excellent organizational, relationship building, and interpersonal skill that deliver results. Focused on selling IT services to academic customer which help clients lower their cost, mitigate risk and improve business outcomes.</p> <ul style="list-style-type: none"> ▪ 4 years experience with Software Sales and Marketing ▪ Expert in Microsoft Academic Licensing 	
Training and Certifications	Hewlett Packard Converged Infrastructure	
	Microsoft licensing certified	
Education	Minot State University, Criminal Justice	
Work Experience	<ul style="list-style-type: none"> ▪ En Pointe Technologies, CA, May 2010 - Present Account Executive – Public Sector, Higher Ed, K-12, State and Local Government ▪ Microsoft (SEI)- Sept 2007 to May 2010 Various roles within Microsoft Public Sector-Education (K-20) Education Account Manager, Partner Account Manager, Depth Partner Manager 	