

## En Pointe Professional Profile

<b>Name</b>	<b>Randy Everett</b>
<b>Title</b>	Account Executive
<b>Summary</b>	<p><b>Technology Advisor,</b></p> <p>Field Account Manager with extensive experience in marketing, sales, operations, and implementation of all aspects of technology. Product knowledge in Hardware, Software, telecommunications, and computer services.</p> <p>Related areas of expertise are:</p> <ul style="list-style-type: none"> <li>▪ Market Development</li> <li>▪ Product Evaluations</li> <li>▪ Vendor Management</li> <li>▪ Matching technology to a customer's needs</li> <li>▪ Productivity Improvement</li> <li>▪ Cost Reduction Programs</li> </ul>
<b>Training and Certifications</b>	<p>Microsoft Licensing</p> <p>Citrix Licensing</p> <p>Symantec Licensing</p> <p>VMWARE Licensing</p>
<b>Work Experience</b>	
<ul style="list-style-type: none"> <li>▪ <b>EN POINTE TECHNOLOGIES, 2001– Current</b>  Account Executive: manage and sell into assigned territory. Hold state wide contracts in The State of Utah for software and hardware.  Wireless Business Development Manager: Created a wireless data and voice practice, to supply our customer's access to critical data, email, and business intelligence from any ware they had cellular service.</li> <li>▪ <b>Uinta Business Systems, 1996 – 2001</b>  Managed the State of Utah PC Stores contract  Responsible for all ensuring Government clients technology needs were met.  Assembled "Best of Breed" solutions to aid Law Enforcement in the performance of their duties.</li> <li>▪ <b>Softshop/Connecting Point/Computerland , 1982 - 1996</b>  First employee hired.  Repair certified on Apple, IBM, Epson, HP and many other hardware brands.  Trained and managed all new employees  Awarded many State and Education contracts</li> </ul>	