

En Pointe Professional Profile

Name	Amy Bates		
Title	Account Executive		
Summary	<p>Action-oriented Executive with impressive track record of leadership success in sales and business development. Proven expertise in strategic planning and key account management.</p> <ul style="list-style-type: none">▪ Provide strategic planning and leadership direction to the Northwestern territory. Manage Higher Education, K-12 and Government market, including State and Local. Create and execute strategic sales plans for territory.▪ Expert in information security regulations (HIPAA, GLBA, ISO 17799, SAS No. 70, etc.) and industry best practices▪ Recommend appropriate solutions for customers regarding software, hardware or services.		
Training and Certifications	Microsoft Licensing Certification McAfee Sales Certification Symantec Sales Certification vmWare Certification		June 2010 November 2010 August 2009 January 2011
Education	Troy State University, Bachelor of Human Resource Management, 1993		
Work Experience			
<p>En Pointe Technologies Sales, Inc. Account Executive January 2005-present</p> <ul style="list-style-type: none">▪ Revitalized and restored McAfee and En Pointe relationship and increased sales over 300% the first year.▪ Penetrated new markets including Federal DOD and civilian agencies selling En Pointe's full portfolio of offerings.▪ Closed the largest deal in En Pointe and McAfee history; September 2007. <p>McAfee Security Sales Escalation Engineer December 2001-January 2005</p> <ul style="list-style-type: none">▪ Work closely with Sales to assist with pre-sales and renewal contracts.▪ Analyze situations or data from which solutions can be readily obtained.▪ Administer support to customers who have not found a solution through Tier I support.			