

<b>Name</b>	<b>Bruce Stimon</b>
<b>Title</b>	<b>Account Executive</b>
<b>Summary</b>	<p>Action-oriented Executive with impressive track record of leadership success in sales. Proven expertise strategic planning and key account management.</p> <ul style="list-style-type: none"> <li>▪ 20 years experience managing and selling into Government accounts.</li> <li>▪ Main focus security, software management and compliance</li> <li>▪ Analyze and propose best programs &amp; pricing</li> </ul>
<b>Training and Certifications</b>	<p>Last updated trainings:</p> <p>McAfee Certification <span style="float: right;">June 2010</span></p>
<b>Education</b>	<b>BA Economics, University of New Hampshire 1990</b>
<b>Work Experience</b>	
<ul style="list-style-type: none"> <li>• <b><u>EN POINTE TECHNOLOGIES</u></b>, February, 2010, current Duties: Account Executive, manage and sell into assigned territory. Hold state wide contracts in VT, ME, MA, CT &amp; RI for software and hardware.</li> <li>• <b><u>Ensconce Data Technology, Inc. (EDT)</u></b> <span style="float: right;">Portsmouth, NH</span>   <b>Vice President – Government Sales &amp; Marketing</b> <span style="float: right;">October 2007 – October 2009*</span>  Motivational leader to team of 3-5 Reps. &amp; chief problem solver to EOL Digital Asset Management software start-up.  <b><u>Security Clearance:</u></b> Sensitive/Confidential (FBI) </li> <li>• <b><u>Desktop Standard Corporation</u></b> <span style="float: right;">Portsmouth, NH</span>   <b>Director of Public Sector Sales &amp; Marketing</b> <span style="float: right;">– February 2005 – September 2007</span>  Lead Active Directory enterprise software .NET team to 220% growth in 2005 &gt; <b>Result acquired by Microsoft 2006</b> </li> <li>• <b><u>GovConnection (PCConnection, Inc.)</u></b> <span style="float: right;">Merrimack, NH</span>   <b>Government Sales Manager - DOD</b> <span style="float: right;">– January 2003 - February 2005</span> </li> </ul>	