

En Pointe Professional Profile

Name	Imran Yunus
Title	Director – Government Sales
Summary	Over 25 years of sales and sales management experience provides Imran with comprehensive hands-on direct sales experience especially with governmental customers. His customers have purchased at least \$1.5M, per month, of technology related products and services over the past 25 years. His customers include the City of Los Angeles, the County of Los Angeles and the Los Angeles Department of Water and Power and Los Angeles World Airport.
Accomplishments	<ul style="list-style-type: none"> • Managed the City of Los Angeles Single source Hardware and Services contract, for all City departments including, LAWA and DWP, for 20 years. • Nominated Supplier of the year by the City of LA and DWP • Qualified for Presidents club for customer satisfaction, for the past 20 years. • Instrumental in winning contracts with County of LA, County of Riverside, City and County of San Francisco, GSA Schedule, several CMAS and SLP contracts with the State of California, LAWA, Port of Los Angeles, LA DWP and many more. • Currently managing one of En Pointe's most successful team, both in customer satisfaction and sales revenue. • Extremely well respected in the manufacturer community, work very closely with HP, IBM, Lenovo, Cisco Dell, Microsoft and many more.
Education	<ul style="list-style-type: none"> • MS Management Information systems • BS, Business Administration
Work Experience	<ul style="list-style-type: none"> • En Pointe Technologies, Director of Sales May 1997 to Current • NovaQuest Info Systems: Sr. Account Executive March 1992 to May 1997 • ComputerLand Dec 1982 to February 1992 Account Executive