

# Vincent G. Wilson III

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## **Business Development Manager - Account Executive**

Dedicated and self-driven Business Development Manager with excellent capabilities to deliver on project goals with impeccable quality and commitment. Excellent business acumen with strong competitive awareness. Highly-skilled negotiator and problem-solver able to think creatively to facilitate value-added solutions with win/win outcomes. Demonstrated ability to comfortably engage with CXO's, Board Directors and Stakeholders.

## **Notable Accomplishments**

**Sales:** As a Senior National Account Manager at Hewlett Packard, I was responsible for sales and service at UNICEF and the United Nations. A major challenge was the mandated bidding requirement set by the charter of these two organizations to accept the lowest cost proposal for technology acquisitions. In one case, HP was 50% higher than the lowest bidder. By UN charter, this deficit, if unresolved, would have eliminated HP from the competition, causing a significant loss of business. I introduced a variable in the requirements that had been previously overlooked. **Result:** I was able to justify the UN spending an additional 50% for the HP option, which represented a cost differential of \$2,000,000 dollars.

**Negotiation:** As a Senior Account Manager with Amdahl Corporation, I directly negotiated a \$13,000,000 mainframe solution with the Chief Information Officer of United Parcel Service (UPS). In the absence of a formal contractual agreement with the client, the negotiation had to be managed carefully in order to win the business, which was to become the most expensive solution sold by Amdahl at that time. **Result:** Despite poor odds and the fragility of the negotiation, I secured the deal and created a formidable piece of business for Amdahl while enhancing the relationship with UPS.

**Marketing:** Williams Formula One Racing Team has won 7 constructor and 7 driver championships. Its success depends largely on the ability to attract funding from world class sponsorship deals, which in turn, offer branding and advertising exposure on a global scale. HP/Compaq became a major sponsor of Williams in 2002. Following this multi-million dollar deal, I took responsibility on behalf of HP/Compaq to design and execute a marketing campaign using the Williams race car to maximize brand awareness and support corporate sales campaigns world-wide. I used graphics from the Malaysian Grand Prix to create a series of compelling graphics, which was used by HP to further endorse their relationship with Williams and capitalize on advertising and branding opportunities. **Result:** a successful campaign that exceeded expectations in exposure, media coverage, advertising and brand recognition – ultimately driving sales.

**Project Management:** As a Senior Account Manager at Compaq Corporation my role was to sell a massive software conversion from Novell Netware to Windows NT in UNICEF. The challenge was to complete the project on time and within budget across multiple international geographies. Cultural differences and resistance to change from the various divisions in UNICEF inflated the problems. My knowledge of the UNICEF headquarters and its culture along with the details of the project and potential pitfalls meant I could develop pre-emptive solutions to keep the project on schedule and within budget. **Result:** This massive project was completed with minimal complications. UNICEF benefited from the successful implementation of a modern Windows environment which improved the efficiency of its IT operations, while dramatically lowering costs.

## **Employment History**

Strategic Influence LLC: Consultant. September 2012 – present

J.H. Cohn LLP: Business Development Manager. May – September 2012

HLewis Networking Consulting Corporation: Business Development Manager. 2009 - 2012

Hitachi Data Systems: Account Executive. 2007-2008

Trilogy Solutions LLC: Senior Sales Executive. 2006-2007

Xiotech Corporation: Senior Account Executive. 2004-2005

Digital/Compaq/Hewlett Packard: Senior Account Manager. 1995-2003

Pyramid Technology Corporation: Account Executive. 1994-1995

Amdahl Corporation: Account Executive. 1989-1993

IBM Corporation: Lead Marketing Representative. 1979-1989

## **Education**

Columbia College of Columbia University (New York, NY) B.A Degree - English Literature

## **Professional Skills**

Information Technology: Understanding of mission-critical applications utilizing enterprise-level Mainframes, Networking, Servers, Storage Arrays, and Workstations. Fluent and skilled in Windows Office Suite, Apple/Macintosh, Adobe Creative Suite (Photoshop, Illustrator, Indesign, Acrobat, Dreamweaver) ERP applications based on SAP, PeopleSoft, and JD Edwards. ROI business case analysis, Consulting Services SOW requirements definition, RFP Design, Proposal writing, Graphic Design, Outsourcing Analysis, Data Center Relocation, HW/SW configuration, FINRA series/6, series /63. Superior Presentation and Writing skills.

## **Personal**

Excellent health with a positive and optimistic outlook.

Passionate about the creation and promotion of Art and Modern Jazz.

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