

JONATHAN BOURNER

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TECHNICAL SALES SPECIALIST

Maximizing profitability by winning new business

Dedicated and motivated professional with experience as a Pre-Sales Consultant. Assists teams closing deals with all sized companies. Sold \$1M+ to large well-known corporations including Capital One, TIAA-CREF and Federal Department of Agriculture. Conduct proof of concept and technology engagements with standard and customized solution demonstrations. Ensure successful implementations, working with clients as needed after sales completion.

Team player who can quickly earn the respect of clients and team members alike due to excellent listening and communication skills. Applies technical knowledge to real-world situations due to experience in many industries including transportation, manufacturing, and pharmaceuticals.

- **Strategic Sales Planning**
- **Sales Negotiation**
- **Relationship Management**
- **Communication**
- **Consultative Selling**
- **Accounting**
- **Project Management**
- **Testing & Development**

PROFESSIONAL EXPERIENCE

iShare Inc. , Hillsborough, New Jersey

2017 – Present

Technical Sales/Recruiter

Prepare and present demonstrations of IBM Optim Data Growth and Test Data Management solutions. Provide demonstrations for customers not canned, customized to meet client objectives. Preparation included creating new archive and sub-setting procedures.

- Developed custom demonstration of Data Growth solution
- Developed custom demonstration of Test Data Management and Data Masking solution
- Assisted the CEO in recruiting IT professionals to meet needs of clients

IBM, Wayne, PA

2007 – 2017

Technical Sales

Prepare and present demonstrations of IBM Optim Data Growth and Test Data Management solutions. Provide demonstrations for customers not canned, customized to meet client objectives. Preparation included creating new archive and sub-setting procedures. Completion of RFI/RFP documents received from potential clients.

- Recognized member of the IBM 100% Club for selling 100%+ of sales quota in for the year.
- Developed custom demonstration of Data Growth solution for state government entity based on IBM Curam solution, with IBM partner that will be sold not only to this entity, but available for all clients.
- Collaborated with Optim development staff, increasing performance of Accounts Receivable archiving by 400% resulting in increased sales revenue for the Archiving solution.
- Fostered relationships with staff of a large credit card company, increasing the footprint and sales from \$200K to \$1M+.

PRINCETON SOFTECH, Princeton, NJ**2006 – 2007****Senior Sales Consultant**

Prepared and presented demonstrations of Princeton Softech Archiving and Test Data Management solutions including Oracle ERP suite as well as custom applications.

- Working with development created requirements for a new format preserving masking process that led to a \$500K+ sale to a large government organization in the United Kingdom.
- Designed new archiving processes for modules not standard with the out of the box solution resulting in new revenue for the company.

TEVA PHARMACEUTICALS, North Wales, PA**2002 – 2006****Associate Director – ERP Analysis and Development**

Led business analysts and developers involved in large Oracle eBusiness implementation. Oversaw management tasks, running JAD sessions with analysts and users in creating specifications for Oracle extensions, training staff and project management.

- Recommended to upper management the purchase of MKS Integrity Manager solution, ensuring project adhered to established Software Development Lifecycle (SDLC).
- Designed and developed workflow using MKS Integrity Manager for Change Control process, confirming validation of system for FDA purposes.
- Managed staff developer and business analysts as well as outsourced developers, enabling the project to be on-time and under budget.

ADDITIONAL RELATED EXPERIENCE

Freelance Consultant, Glen Rock, PA**ORACLE CORPORATION**, Malvern, PA **Senior Sales Consultant****MILESTONE SERVICES**, Irving, TX **Consulting Manager****COMPUTER CONSULTING SERVICES CORPORATION**, Atlanta, GA **Senior Consultant****BUNDABERG SUGAR COMPANY LIMITED**, Australia **Systems Accountant**

EDUCATION

Bachelor of Business (BBus), Computer Science / Accounting, Central Queensland University, Australia

TECHNICAL SKILLS

Optim InfoSphere Test Data Management Solution
 Optim InfoSphere Data Growth solution
 CSV (Computer Systems Validation)
 SOX (Sarbanes Oxley)
 HIPAA and PCI standards

PROFESSIONAL DEVELOPMENT

Leadership Development Program – Center for Creative Leadership
 Technical Specialist Profession Certification- Level 2
 IBM Analytics Platform Foundations
 IBM Watson Data Platform Foundations
 Qlik Partner Pre-Sales Enablement