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Top Skills

Salesforce.com

CRM

Account Management

Honors-Awards

FY16 Q4 - Certificate of Excellence
103% Sales Goal Achievement

FY18 Q2 - Certificate of Excellence
232% Sales Goal Achievement

FY17 Q2 - Certificate of Excellence
112% Sales Goal Achievement

FY18 Q2 - Education Sales Rep -
MVP of the Quarter

FY18 Q3 - Certificate of Excellence
297% Sales Goal Achievement

Publications

New Existing Customer Promotions
– Save on Microsoft Dynamics GP
and SL Pricing

Timothy Maloy

Field Services Representative at Ellucian
Sterling, Virginia, United States

Summary

A seasoned enterprise technology and solutions sales professional with a strong track record of success through complex sales cycles. Dynamic, driven, and skilled in identifying, upselling, and leveraging sales from new and established customer relationships. Consistent top performer with proven skills in account management and new territory development.

- *Proven, Consistent Closer
- *New Business Generation
- *Business To Business (B2B)
- *Sales Process
- *Customer Retention
- *Lead Qualification
- *Account Growth
- *Net New Logo Growth
- *Leadership
- *Analytics
- *Enterprise Sales
- *Inside Sales Specialist
- *Account Management
- *Outside Sales
- *Contract Maintenance
- *Customer Service Specialist
- *Higher Ed
- *Ed-Tech
- *Software Sales
- *SaaS Sales
- *PaaS Sales
- *IaaS Sales
- *Application Sales(B2B, ASM, CRM)
- *Database Sales
- *Cloud Sales
- *Training Sales
- *CRM

- *Consultative Selling
- *Strategic Planning and Logistics
- *Relationship Building
- *Leadership
- *Management
- *Upselling and Leveraging Business from new & established Customer Relationships.
- *Excellent selling, presentation, organization, project management and communication skills.
- *Demonstrates excellent verbal and written communication skills; needs analysis, positioning, business justification, closing techniques and project management.

Specialties: Word Perfect, Excel, Outlook, PowerPoint, Gold Mine, Propel, AMIE, Salesforce.com, Webex, MS Office, MPS, GoToMeeting, Microsoft Dynamics CRM, Microsoft Dynamics SL, Microsoft Dynamics GP, Live Meeting, Lync, Oracle Notes

Experience

Ellucian

6 years 11 months

Senior Field Services Sales Representative

January 2022 - Present (4 years 10 months)

Reston, Virginia, United States

-FY23 - 119% Sales Goal Achievement

-FY25 - 101% Sales Goal Achievement

Field Services Sales Representative

May 2021 - Present (5 years 6 months)

Reston, Virginia, United States

-2021 Presidents Club

-FY21 - 124% Sales Goal Achievement

Sr. Inside Sales Representative

December 2019 - May 2021 (1 year 6 months)

Reston, VA

Ellucian is the world's leading provider of software and services that power the essential work of

colleges and universities. More than 2,500 institutions in nearly 50 countries rely on Ellucian to enhance operations and enrich the student experience for over 18 million students.

Responsible for positioning and selling services to the existing Banner, Colleague, PowerCampus, CRM Recruit, Ethos and Elevate customer base including consulting, training, and education. Services Sales Reps work in conjunction with Account Executives and Inside Sales representatives to establish strategic services offerings.

- Cultivate, build and maintain relationships with clients.
- Designing proposals, quotes and pricing for our clients.
- Create and maintain professional services opportunities in Salesforce CRM.
- Track and facilitate closure of all opportunities in assigned territory.
- Demonstrate the ability to qualify, develop, and close professional services opportunities.
- Plan, budget, forecast, and execute a sales strategy as part of a larger team.
- Effectively utilize various internal resources and stakeholders to scope and develop proposals as well as close opportunities to achieve quota.

Oracle

4 years 7 months

Enterprise Cloud Training Sales-Commercial

June 2017 - December 2019 (2 years 7 months)

Reston, VA

Strategic Enterprise Cloud Education Sales Executive

North American Enterprise Cloud Sales - Commercial Accounts

Our goal is to enable a successful adoption to Cloud and maximize the ROI of your Oracle Cloud Investment. Oracle University offers a blended learning program that's tied to the cloud implementation lifecycle - Plan, Design, Build, Transition and Go-Live.

Oracle University's Cloud Learning Platform includes 3-Core Elements:

Oracle Launchpad – Short, bite-sized learning that provides introductory, awareness-level training.

Structured Digital Learning – Digital Content that is available On-Demand. This content includes, Cloud Learning Subscriptions, Private Events-Onsite/Live Virtual and Bootcamps.

Guided Learning – End-User, real-time Guidance that's available when the employee needs assistance and where they need assistance.

Discover the cloud training needs of Oracle's Enterprise Cloud customers (\$2 Billion+).

Demonstrate Oracle University's unique and innovative cloud training options to customers via consultative scoping calls, demos and meetings to build strong working relationships, upsell and close.

Work with Oracle's internal Cloud License Sales Teams on large Enterprise Cloud License Deals to align Cloud Training.

Establishing and maintaining mutually beneficial business relationships in the partner community.

-FY19 Q1 - 160% Sales Goal Achievement

-FY18 - 221% Fiscal Year Sales Goal Achievement

-FY18 Q4 - 251% Sales Goal Achievement

-FY18 Q3 - 297% Sales Goal Achievement

-FY18 Q2 - 232% Sales Goal Achievement

Product Focus:

HCM Cloud, ERP Cloud, SCM Cloud, SaaS Cloud, PaaS Cloud, IaaS Cloud, Database Cloud, Guided Learning, Cloud Learning Subscriptions, Private Events, Training On Demand Courses.

National Account Manager

June 2015 - June 2017 (2 years 1 month)

Washington DC-Baltimore Area

Named Commercial National Accounts Manager for North Eastern territory - Training Sales.

Training Sales include face to face meetings with small to enterprise size customers to create new business opportunities, establish and build new relationships, grow existing accounts, eliciting collaboration from telesales and other Oracle License Account Managers, Sales Consultants and Oracle partners.

-FY17 Q2 - 112% Sales Goal Achievement

-FY16 Q4 - 103% Sales Goal Achievement

Product focus: The Oracle Red Stack

ERP Applications, HCM, Fusion, Database, Middleware, Cloud, SaaS, PaaS, IaaS, Server, Storage, and Guided Learning

ARG, Inc.

Account Manager

March 2013 - June 2015 (2 years 4 months)

McLean, VA

ARG is a consulting and brokerage company focusing on telecommunications services. Founded in 1991, we have over 500 years of experience helping our customers with sourcing, installation and billing for Voice, WAN, Internet, Collocation and Conferencing Solutions. Our independent position allows us to make a recommendation based on your needs, not on what one particular company has to offer. We are your advocate during contract negotiations, and after you've chosen a solution, we assign a project manager and engineer to ensure that your installation and turn up is a success. Once you're up and running, we do a bill review, to ensure you are billing correctly, opening tickets if there are any discrepancies. Finally we maintain the service as long as you keep it with ARG- we're available 24x7 to open trouble tickets and billing tickets on your behalf so that you can focus on your core business.

ARG is one of the largest telecom agencies in the country, and has been in business for over 24 years. ARG saves you time and frustration by breaking down the process of shopping your network services, streamlining them according to your needs and then handling it all for you.

Managed over 300 clients for reputable telecommunication brokerage company in the DC metropolitan area, focused on network infrastructure, cloud, conferencing, VOIP, and all voice & data backbone solutions.

Responsible for building and maintaining long term client relationships and serving as a trusted advisor to expand ARG's services within the customer base via new business sales, renewals and upsell opportunities.

Worked closely with clients to identify opportunities to expand new and existing services and develop the best of breed technology solutions based on customer business needs and requirements.

Develop strong relationships and works as a business liaison for clients, partners, and vendors.

Brittenford Systems

Account Manager

February 2012 - December 2012 (11 months)

Reston, VA

Brittenford Systems helps organizations harness the power of their financial applications via implementation, training, and support of Microsoft Dynamics GP, Dynamics SL, and Dynamics CRM as well as cloud based Intacct financial management systems. Brittenford's cloud engineering and strategic infrastructure services enable, integrate, secure, and maintain these business systems.

Responsible for Account Management and retention of 200 client accounts; including, upgrades, quotes, needs/analysis, client visits and training.

Responsible for client and prospect attendance at Brittenford-hosted, third-party software consultation webinars as well as coordinating needs/analysis follow-ups, quotes, contract negotiation and closing.

Actively searched out new business via cold-calling, webinars, trade show/conventions and on-site meetings.

Responsible for all aspects of the conversion prospect's sales cycle; prospect identification, needs/analysis, contract negotiation, upsell and closing.

Deltek: GovWin IQ (Formerly INPUT)

Account Manager

July 2010 - February 2012 (1 year 8 months)

Herndon, VA

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms, government contractors, and government agencies. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,000 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek - Know more. Do more.™

www.deltek.com. Essential Duties and Responsibilities:

Selling Deltek's GovWin IQ solution and CRM to Federal, State and Local contractors via the web or telephone

Responsible for all aspects of the sales cycle; Prospect identification, Needs Analysis, Web Demos, Contract Negotiation, Close.

Followed-up on sales leads-trial requests and call campaigns with government contractors.

Took on leadership responsibilities for the benefit of sales peers and management, such as program development, meeting coordination, training and mentoring.

Strong interpersonal telephone and written/electronic communications skills.

Technology industry sales experience with a proven track record of quota attainment.

Proficiency in pipeline management and accurate forecasting.

Consultative selling experience.

Federal, State and Local government industry expert.

Education

California University of Pennsylvania

Coursework Complete-ABT, Masters in Communication

Studies · (1996 - 1998)

California University of Pennsylvania

Bachelor of Arts - BA, Communication Studies · (1991 - 1996)