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Strategic Sales & Account Management

Dynamic IT Sales Executive with an extensive track record of surpassing sales quotas within highly competitive markets. Exceptional communicator with a consultative sales approach, Fortune 500 account management skills, outstanding problem-solving skills, and a keen client needs assessment aptitude. Aggressively identifies opportunities, develops focus, and provides strategic business solutions.

AREAS OF EXPERTISE

- Sales and Account Management
- Product/Service Knowledge
- Sales Performance Metrics
- Revenue/Market Growth
- Consultative Sales
- Account Development
- Customer Relationship Management
- Strategic Sales Planning

HIGHLIGHTS

- 25+ years' experience selling Enterprise IT products and related services
- Exceeded quota 17 out of 22 years selling with CA, Compuware, Informatica & Teradata
- Consistently ranked in the top 15% of sales force throughout career
- Proven track record in the New York Tri-state geography
- Established C-level & Director level contacts & relationships in numerous Fortune 500 Accounts
- Numerous 1M+ sales transactions, with the largest being a 6.8 million Enterprise contract with Prudential Financial (Compuware)

PROFESSIONAL WORK HISTORY

Precisely Software

Senior Account Manager - Financial Services

January 2022 - Present

- Led the Precisely Data Integrity Suite sales, focused on named accounts in the Financial Services Industry.
- Developed and executed a strategic account strategy to create value-based opportunities aligned to Precisely's company vision and goals.

Dell Technologies

Dell Boomi Sr. Account Executive

March 2019 - June 2020

- Led the sales of the Boomi platform as a member of the newly formed enterprise account team, focused on named accounts in the New York and New Jersey geographies.
- A 100% greenfield territory where I established over a \$1.5M pipeline, closing several transactions to include Exyte and Mutual of America.

Pivotal Software, Inc. Account Executive (acquired by VMWare)

September 2018 - March 2019

- Marketed the Pivotal Cloud Foundry platform to select financial services companies.
- Net new territory included BNY Mellon, Barclays, Brown Brothers Harriman, CIT Group & Sumitomo Mitsui Banking Corporation

Teradata Corporation

Account Executive

November 2014 - September 2018

- Sold Teradata Analytic Platform to select named accounts (both customer & prospects).
- Focused on business-based outcomes for Healthcare & Life Science companies to include digital transformation & industry-specific outcomes.
- Century Club participant in 2015, 2016 & 2017.

SAP America

Data & Analytics Account Executive

June 2013 – October 2014

- Provided territory and account management for SAP data and analytic solutions to named accounts as part of the East Market Unit.
- Attained each quarterly target during my tenure.
- Notable accounts include Bristol Myers Squibb, GE, Merck, AmerisourceBergen, and Ernst & Young

Informatica Corporation, Redwood City, CA

District Manager – Northeast Territory

February 2005 – May 2013

- Sold Informatica's data integration platform to Commercial & Healthcare companies in the North East.
- Sold 54 New Logo with sales exceeding 18M in licensing revenue
- 100%+ of Quota in 2006, 2007, 2009 & 2010, 2011 & 2012
- Notable accounts include WellPoint, Group Health Insurance, MLB, Condé Nast, NY Times, McGraw Hill, ABC Television, CIGNA

Solidcore Systems (acquired by McAfee), Palo Alto, CA

Sr. Territory Manager – New York & New Jersey

April 2004 to January 2005

- Sales leader of a Security Solution to the Financial, Insurance & Pharmaceutical vertical markets in NY & NJ
- Created a working pipeline of more than 10.5M
- Established opportunities with CSFB, Merrill Lynch, Prudential Financial, United Parcel Service, Depository Trust Clearing Corporation, US Trust & CitiStreet, LLC
- Assisted in the development and refinement of the sales-related materials including the sales presentation (PowerPoint) and specific product-related collateral for use by the entire sales force

Compuware Corporation, East Rutherford, NJ

Account Manager- NY Region

July 1999 to April 2004

- 100% Club Member every year from 1999 thru 2003
- Consistently ranked in the top 10% of sales representative
- Responsible for selling Application Development tools to F500 accounts throughout NY & NJ
- Acted as the point person on several million-dollar transactions incorporating all of Compuware's products to The Bank of New York, Prudential, UBS Financial, MetLife, Viacom, Medco Health Solutions, & Toys R Us
- Assisted in the development of the Northeast reseller/partner program resulting in the establishment of relationships with various national and local partners

OTHER ROLES

- OptiSystems, Inc. (Acquired by BMC), Englewood Cliffs, NJ, Account Manager
- Computer Associates International, Inc., Fort Lee, NJ Sales Representative

MILITARY EXPERIENCE

- United States Army, Ft. Lewis, WA Unit Supply Sergeant

EDUCATION

- Rutgers University, New Brunswick, NJ Business Administration
- Ramapo College, Mahwah, NJ

SOFTWARE SKILLS

- Microsoft Office (Word, PowerPoint, Excel, Outlook), SFDC, Slack