

JOE MARKWORDT

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PROFILE

- Consistent track record of stellar performance against sales goals both as a sales person and a sales manager
- Vast experience and background recruiting, organizing, and managing sales organizations
- Extensive knowledge and experience in US Commercial, US Federal, State and Local, Higher Education, and Canadian marketplaces
- Enterprise software sales background including learning management, identity management, security, testing, application performance management, network and system monitoring, application server, business process management, enterprise services, enterprise database, business intelligence, call center, web-self service, and customer experience software
- Positive and upbeat sales leader with a strong work ethic and energized to build, structure, and lead sales organizations to the over achievement of sales goals

PROFESSIONAL EXPERIENCE

Salesforce.com

Regional Vice President Sales (10/14 – Present)

Manage Civilian Agencies Sales Organization

EQUIFAX IDENTITY AND FRAUD SOLUTIONS

Vice President Sales (03/11 – 10/14)

Manage Federal, State, and Local Sales Organization

- Hired to build out and manage new sales team
- Implemented new sales processes, operations, and talent upgrade
- Member of Business Unit Senior Leadership Team
- +134% of FY 2011 Quota

RIGHTNOW TECHNOLOGIES INC. (acquired by Oracle)

Director Federal Client, Higher Education, and Canadian Sales (08/10 – 03/11)

Manage Federal Client, Higher Education, and Canadian Commercial Markets

- Line Manager for Higher Education and Canada - Second Line Manager for DOD and Civilian Client Sales
- Responsible for \$14 million of annual renewal revenue and for YOY growth in new/expansion of \$7.5 million in FY 2011
- Secured \$35 million/5 year DOD renewal, \$8 million/8 year higher education renewal, \$1.2 new business in Canadian telecommunications account, as well as renewals in over 150 accounts in FY 2011
- Company acquired by Oracle in FY 2011
- +100% of FY 2010 Quota

SUNGARD AVAILABILITY SERVICES

Vice President Government Sales (10/08 to 09/10)

Manage Federal, State, Local, and Higher Education Sales

- Line Manager for Federal Account Executives and Inside Sales - Second Line Manager for State, Local, and Higher Education Team
- Responsible for new sales as well as an installed base of over 300 contracts with a value over \$60 million
- Restructured org, implemented new processes for territory development, forecasting, and opportunity management
- Achieved President's Club – FY 2009

ORACLE CORPORATION

Region Vice President Sales (6/07 to 10/08) Columbia, MD

Managed direct sales organization in Mid-Atlantic State & Local Region

- Restructured sales team adding two new sales managers and seven new sales reps.
- Increased middleware business over 100% in Q4 with a significant increase in transactions.
- Captured new middleware accounts at MD Department of Corrections, Fairfax County Public Schools, WV State Auditor's Office, WV DHHR, DC Public Schools, IN Department of Education, IN Department of Revenue, PG Public Schools, and Montgomery County Public Schools.

Senior Sales Director Fusion Middleware Sales (3/06 to 6/07) Reston, VA

- Organized, restructured and managed Federal, State & Local, and Canadian middleware sales organization consisting of four sales teams and twenty-five sales reps.
- Achieved over \$65M in license and support sales with double-digit year-over-year growth.
- Achieved over 300% of year-over-year growth in Identity Management (IDM) sales.

Region Sales Manager Identity Management (IDM) (8/05 to 2/06) Columbia, MD

- Hired and managed IDM sales team for East Coast Commercial and Federal sales.
- New team achieved over 110% of FY06 sales goals and FY06 President's Club.

MERCURY INTERACTIVE CORPORATION (acquired by HP) Landover, MD

Federal Technology Sales Representative (11/01 – 03/05)

Sold Enterprise Application Performance Management (APM) solutions to the Federal marketplace.

- Acquired over 30 new customers including the US Army, US Navy, US Air Force, DLA, DISA, DHS, FCC, FAA, Treasury, USPS, GSA and DOL.
- Grew yearly run rate APM business from \$570K in FY02 to \$4.7M in FY04.
- Achieved over 100% of sales goals in FY02, FY03 and FY04.

OBLIX INCORPORATED (acquired by ORACLE) Columbia, MD

Technology Sales Representative (01/01 – 11/01)

Sold Identity Management and Access Control solutions to mid-Atlantic commercial and Federal accounts.

- Sold 800K deployment to the State of North Carolina for employees and citizens.

CLICK2LEARN.COM (acquired by SUM TOTAL SYSTEMS) Columbia, MD

VP East Commercial and Federal (11/98 – 11/00)

Managed team selling enterprise e-Learning applications, content development software and ASP sales of content.

- Restructured sales organization, recruited national sales team, and put in new sales operation process including compensation and forecasting. Achieved President's Club with over 110% of FY99 sales goals.
- Worked with legal team and local consultants to establish GSA schedule.

SILICON GRAPHICS INCORPORATED

Director of Southeast Region Sales (7/96 to 11/98) Atlanta, GA

Managed regional sales and operations for commercial, education, Federal, and systems integrator accounts.

- Consistently achieved expense and revenue objectives with over \$100M in revenue, 8 offices, 5 managers, and nearly 60 reps and systems engineers.
- Account base included CNN, The Weather Channel, Turner Broadcasting, Bell South, Federal Express, Gaylord Entertainment, Disney, Federated Department Stores, and various DOD accounts and system integrators in Huntsville, AL and Orlando, FL.

Branch Sales Manager (7/95 to 7/96) Atlanta, GA

Managed a commercial territory that included Georgia, Mississippi, and Tennessee.

- Achieved 80% year over year growth with a team of 7 sales reps and over \$22M in revenue.

Territory Sales Representative (7/00 to 7/95) Baltimore, MD

Sold high-end graphic and multiprocessing systems to system integrators, OEMs, and higher education institutions.

- New account wins at Northrop Grumman for NRO and US Army, General Physics, Johns Hopkins University, University of MD Baltimore County, Nucletron, and Johns Hopkins School of Medicine.
- Grew territory from \$500K in FY90 to over \$7M in FY95. Achieved quota 20 consecutive quarters.
- Achieved over 120% of quota and four consecutive President Clubs in FY92, FY93, FY94 and FY95.

DIGITAL EQUIPMENT CORPORATION Baltimore, MD

Territory Sales Representative (04/86 – 06/90)

Sold high-end systems, networking, and software to commercial territory.

- Account base included Maryland National Bank, First National Bank, Union Trust, USF&G Insurance, McCormick Spice, and Johns Hopkins University System. Achieved DEC 100 Club FY87, FY88 and FY89.

HEWLETT-PACKARD CORPORATION Baltimore, MD

Territory Sales Representative (01/84 – 04/86)

Sold technical computing systems to US Army installations in the Baltimore/Washington area including Aberdeen Proving Ground, Edgewood Arsenal, Ft. Belvoir and the Pentagon.

EDUCATION

- MS Computer Science, University of Southern California Los Angeles, CA. Magna Cum Laude
- BS Computer Science, Duke University Durham, NC. Magna Cum Laude

COMMUNITY ACTIVITY

- Kairos Prison Ministries: March 2008 – Present
 - Maryland Correctional Institution – Hagerstown Advisory Council Chairmen
 - State of Maryland Agape Coordinator
 - Served on 12 Weekends between Western Correctional Institution and MCI-Hagerstown
- Western Howard County War Hawks Football: Coach 2006 and 2007
- Thunder Soccer Club Coach: 2000 – 2007

OTHER

- US Congressional Page – Spring 1977
- Governor Maryland Boys State - 1977-1978