

# Sean Hall

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## PROFESSIONAL SUMMARY

SENIOR TECHNICAL SALES LEADER PUBLIC SECTOR/ENTERPRISE SALES | ACCOUNT MANAGEMENT | BUSINESS DEVELOPMENT Innovative and highly focused professional with transferable experiences directing business development and large-scale sales operations while aligning outcomes with the organization's core mission. Profile Accomplished, forward-thinking, and goal-oriented leader with a diverse background in leading sales and business development efforts. Skilled in developing and deploying key continuous improvement strategies focused on enhanced efficiency, customer care performance, and business growth. Expertise in driving complex projects across diverse client portfolios, specializing in B2B sales and project delivery. Collaborative communicator, capable of cultivating partnerships across all lines of business to promote cohesive business practice and high-impact outcomes.

Accomplished Sales leader versed in contract negotiations, team training and development, and [Task]. Skillful strategy developer with [Number] years of sales experience. Conducts market research to identify sales trends and competitor positioning. Personable yet assertive communicator offers [Software] proficiency and [Task] strengths.

## SKILLS

• Key Account Management	• KPI Tracking	• Performance Improvements
• Account Retention	• Territory Management	Territory Management

## EXPERIENCE

### FEBRUARY 2023-CURRENT

National Sales Manager, US and Canada

Gamber Johnson

- Manage and mentor/coach 12 outside Sales Representatives
- Representatives' area of responsibility is broken down by vertical expertise
- My team members are focused on the Public Sector, Federal Military, Federal Civilian, Enterprise, and Material Handling
- I have a unique skill set that allows me to understand these different verticals
- Team members average a quota of 8 million per territory
- I spend my time in the field with my reps, working with reseller partners, cultivating new partners, customer relations, and holding key relationships with distribution
- As a key component for mobile vehicle solution relationships, I have the pleasure of working with great customers to help provide the best solution with a diverse portfolio of clients, assessing and addressing key business needs

- I analyze data and trends within my customers, team members, and use Salesforce.com to forecast sales targets
- Working with many products to solve the business needs of my customers is challenging and rewarding, especially watching my team grow
- Consistently meet and exceed sales performance of 107% in FY23

MAY 2016-FEBRUARY 2023

CSG (Client Solutions Group) OUTSIDE SALES SPECIALIST

Dell Technologies

- Oversee the identification and optimization of new sales opportunities with Federal System Integrators
- Cultivate relationships with a diverse portfolio of clients assessing and addressing key business needs
- Direct a complex sales cycle focused on negotiations and closing to increase revenue streams
- Analyze data and trends withing Salesforce.com to forecast sales targets
- Collaborate cross-functionally to develop and implement key business development strategies
- Consistently meet and exceed sales performance metric generating \$9.5M+ per quarter represented by the delivery of 122% in FY19, 105% FY20, 110% in 2021 and 109% in 2022
- Secured numerous contracts with large industry-leading organizations producing a substantial growth in revenue and account portfolio.

MARCH 2003-MARCH 2016

NATIONAL SALES MANAGER

Panasonic Computer Solutions Company

- Directed the performance and delivery of eight cross-functional sales professionals in the promotion of Panasonic solutions within the wireless notebook and mobile segment
- Engaged with various federal agencies to negotiate complex contracts
- Facilitate client meetings to present value and ROI that Panasonic products deliver
- Devised and implemented key strategies focused on market penetration, revenue generation, and account development
- Provided educational opportunities for Account Executives on Panasonic and third-party provider solutions
- Led client presentations and seminars as a Subject Matter Expert (SME) in product/service offerings
- Oversaw partner channel relationship and performance
- Promoted through various roles including Area Sales Manager, Business Development Manager – Latin America, and National Sales Manager in the Public and U.S
- All US Army sectors
- Championed the re-engineering of the Panasonic Army team
- Generated a 24% increase in sales within six months of running the U.S
- Army sales operations
- Spearheaded the development and execution of account penetration strategies within the eastern US territory as well as state and local government sectors
- Repeatedly exceeded sales targets Y-o-Y

- Delivered \$91M in sales in 2013
- Entrusted to drive business development efforts in Brazil, Mexico, Panama, Chile, and Colombia.

## EDUCATION

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Bachelor of Arts in Communications  
University of North Florida

## AFFILIATIONS

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- Florida Elections Commission
- Board Chairperson - Homes for the Brave
- Board Member - JDRF, Juvenile Diabetes Research Fund
- Board Member - Jacksonville Humane Society
- Board Member - Homeless Coalition; No More Homeless Vets
- Leadership Jacksonville, Class of 2010
- Political Leadership Institute, Class of 2010
- Board of Directors - Cultural Council
- Mentor – At Risk Youth
- Leadership Florida, Class of 2022

## PROFESSIONAL DEVELOPMENT

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- U.S. Army Infantry Officers Basic Course
- U.S. Army Infantry & Finance Officers Advanced Courses
- U.S. Army Airborne School (Paratrooper)
- Panasonic Management Development Program - Osaka, Japan
- Panasonic Senior Management Development Program - Osaka, Japan
- Warton Business Courses
- Dell Leadership Development University

## WEBSITE, PORTFOLIO AND PROFILES

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[www.linkedin.com/in/sean-hall-10767828](http://www.linkedin.com/in/sean-hall-10767828)