

EAN H. JACKSON

3515 Fairmont Road
North Vancouver, BC V7R 2W8 Canada

eanjackson@gmail.com
(604) 904-6554

Western Region Business Developer

Award winning sales professional with **20+ years enterprise sales experience** in technology sector

- **Consultative, relationship-building hunter.** Highly effective at articulating value proposition, TCO, ROI and business cases selling to Boards, Committees, CEOs and Presidents
- **Results-focused** business driver with up to **350% of quota** attainment on **deals ranging to \$3.2M**
- Vertical market expertise includes **commercial top 200, startup, government, telecom**
- Very **strong rolodex of decision-making executives** in British Columbia and western Canada
- Extensive background building and nurturing VAR/partner channels
- Strong **coaching, mentoring, presentation and project-management skills.** Effective at coordinating sales efforts with internal team, channel partners and all levels of customer organization. Respected manager of direct and indirect reports. Customer-focused educator and facilitator
- Deep general **hardware, software, telecom** background with particular expertise in **Internet / Web 2.0**
- Disciplined, passionate, independent, athletic and energetic

PROFESSIONAL ACHIEVEMENTS (abbreviated)

Analytics Marketing Inc, **Managing Director** Jul. '00 – present
Manage contract business development service **focused on increasing sales** for growing businesses

SUMmedia.com Inc., **Vice President, eBusiness** Dec. '99 – Jul. '00
Accountable for major account sales and web development division for 200-person online coupon portal

Oracle Corporation, **Territory Manager, British Columbia** Jan. '99 – Dec. '99
Developed British Columbia market for Oracle software products and professional services

EDUCATION

Master of Science, Electrical Engineering (Telecommunications), December 1985
Southern Methodist University, Dallas, Texas

Bachelor of Arts, May 1978
University of Western Ontario, London, Canada

LANGUAGES

English is my first language. Fluent in German, Spanish and French

OTHER

- familiar with Miller-Heiman, SPIN, The Forum, Relationship Selling, Strategic Selling sales methodologies
- **award-winning mentor** in Telus New Ventures BC, Vancouver Board of Trade “Leaders of Tomorrow” and UBC Sauder School of Business Executive Mentor program
- serve on **faculty of University of Phoenix** (Burnaby, BC campus) since Feb 01. Instruct MBA, undergraduate adult learners, project management, eBusiness, telecommunications
- triathlon, ultramarathon running, former **National Team Manager**, athletic coach and Canadian record holder. Serve on several volunteer amateur athletic Boards
- International Communications Association (ICA) scholar - SMU
- IBM Golden Circle, **top sales performer** in Canada