

Position: Partner

Location: Mundelein, IL

Relocate: Yes No Possibly



CID#: 222995

EXECUTIVE CANDIDATE PROFILE

Innovative and focused high-technology sales and business development executive with achievements in wireless communications in sales, new business development, product management, strategic marketing, software, project management, operations management, and engineering services. Highly qualified, ambitious business leader with an engineering background and demonstrated abilities functioning in a fast-paced, competitive environment driving growth in digital mobility and IoT markets—extensive hands-on experience across IoT ecosystem in sensors, network/connectivity, and cloud solutions. Expert in managing cross-functional, global account teams and creating long-lasting customer/partner relationships. Demonstrated achievements in start-up, mid-size and large company environments.

Areas of Expertise

Internet of Things (IoT)

Remote Monitoring

Engineering Services

Digital Transformation

International Experience

Data Analytics

Embedded Software

Business Development

Program Management

Mobility Sales & Licensing

Contract Negotiation

Vendor Management

Asset Management

Salesforce.com

Cloud Computing

Sales Operations

Product Management

Project Management

Wireless Communication

Strategic & Tactical Planning

■ Recognition / Achievements

- *Successfully launched multiple product lines across business units in North America for Korean IoT device maker supporting end to end IoT location solutions in the hospitality, healthcare and shopping and logistics industries using GPS, BLE and Wi-Fi signals.*
- *Executed North American market entry strategy into rapidly growing renewable energy and energy storage market for Korean Greentech company*
- *Managed largest asset tracking solution account through POC and commercialization process to track up to 5 million units.*
- *Executed nine (9) Proof of Concepts (POC).*
- *Increased service bill rates ~15-25% of existing customers*

■ Education / Designations

- *Bachelor of Science in Electrical Engineering*