|  |
| --- |
| **Brian Flannery** |
| Director of Sales / Strategic Alliances |
| (978) 360-3023 ▪ brianflannery@comcast.net ▪ https://www.linkedin.com/in/brian-flannery1/ |  |

**Revenue Growth / B2B / Startups / Turnarounds / Business Strategy & Planning / Marketing / Contract Negotiations / Consultative Sales / Proposals / Presentations / Global Strategic Alliances / Systems Integration / Territory Management / Technology / Technical Sales / Business Intelligence / Market Penetration / Channels Development**

Driven sales management and business development leader with an award-winning record. Consistently exceeded challenging corporate revenue goals in direct and channel sales as both a sales leader and individual contributor. Proven history developing and directing high-performing sales teams working with large, matrixed customers while earning trust and building relationships with C-level executives.

Experience working with early-stage, Venture Capital (VC) funded and large multinational companies. A master at closing complex, high value, long-cycle sales. Problem solver, known for delivering successful solutions to challenging requirement. Team player and team builder, working with diverse groups and partners.

* **Planning and executing aggressive revenue and market share growth strategies**
* **Forging profitable strategic alliances with clients ranging to Fortune 500s**
* **Leveraging consultative solution selling to capture high-value contracts**
* **Identifying and seizing emerging markets and untapped opportunities**
* **Transforming underperforming sales teams into top producers**
* **Recruiting, mentoring and motivating high performance teams**
* **Leveraging high trust to win new, renewal and add-on sales**

**Education:** Bachelor of Science in Liberal Arts, St. Anselm College, Manchester, New Hampshire. United States Marine Corps, Platoon Leaders Class, Quantico, VA. **Professional Development:**  Karrass Effective Negotiating, Software Financial Selling, IBM Signature Selling, Solution Selling,

The 7 Habits of Highly Effective People

**History and Highlights**

**Director, Strategic Alliances**

SIOS Technology Inc.

December 2017 – Present

Charged with growing Global Systems Integrator (GSI) and SAP Integrator partnerships. Building partnerships with (Accenture, Capgemini, Cognizant, Deloitte, HCL, etc.) and leading SAP integrators to drive successful customer migrations to all cloud platforms. Identify new opportunities drive customer cloud migrations. Build trusted partnerships to create new revenue opportunities with cultivated relationships.

* **Partnered with Cognizant to land $$$ contract with Jubilant Life Sciences. Met with Cognizant to showcase SIOS value proposition. Based on recommendations, Cognizant agreed to include SIOS in their proposed architecture. The combination led to Cognizant winning the project, beginning a long collaborative pipeline, as well as Jubilant acquiring SIOS solution directly.**
* **Led Tullow Oil to implement SIOS via ongoing relationship with Accenture**. While working with Accenture’s SAP practice, I was able to persuade Accenture that SIOS was the superior solution for Disaster Recovery / Business Continuity. Tullow Oil followed, based on recommendation from Accenture and implemented SIOS.
* **Led agribusiness empire to contract with Capgemini, using SIOS as differentiator.** J.R. Simplot identified key SAP applications, planning to move to Microsoft cloud. I met with Capgemini SAP experts to propose SIOS be added to proposals, strengthening worth. Capgemini agreed, value was seen in the partnership and the SAP migration was awarded to Capgemini. Many new opportunities ensued.

**GSI Alliance Leader**

International Business Machines (IBM)

January 2015- June 2017

Managed alliance relationships with leading technology firms, while building cross-organizational relationships. Fostered teaming between IBM Business Units, Sales and GSI sales teams. Drove activities relating to influence, channel sales, solution building, teaming, and revenue growth.

* **Built partnership between Capgemini and IBM. Witnessed need for participation in key cloud practitioners’ roadshow. Secured funding, necessary approvals and recruited leaders from Cloud Business Unit to participate. This began a partnership with Capgemini on multiple successful projects. Ultimately, leadership from both companies met, with my coordination, beginning joint ventures, creating $2.5M in revenue.**

**GSI Sales Manager, North America**

**IBM**

**April 2009 - December 2014**

Managed IBM North America GSI sales team working with high-powered technology players. Provided leadership in building relationships between GSIs and IBM sellers increasing growth in opportunities and revenue. Provided internal awareness and secured sponsorship of IBM sales leadership enabling sustained growth with GSIs.

* **Led GSI team in 2.5x revenue growth**. After promotion to GSI leadership, was also given opportunity to lead sales with India-based GSIs and **$2M** business development budget. Developed four new sales leaders, who became trusted advisors to selling team. Strong relationships led to increase from **$500M** to **$1.2B** in six years.

**GSI Alliance Leader for Software**

IBM

February 2003 – March 2008

Led collaboration with Accenture and IBM leaders on IBM software strategy and product positioning. Engaged Accenture client leaders, IBM business unit leaders and field sales teams in joint customer pursuits resulting in revenue growth at multiple major accounts. Additionally, responsible for IBM North America partnership with Accenture across multiple industries and operating groups.

* **Encouraged collaboration between IBM and Accenture to mutually drive revenue**. While seeking a necessary increase in Verizon software projects, observing that Accenture managed more than 60%. While sensitive to conflicts with IBM Global Business Services team, scheduled meeting with Managing Directors (MDs) from both companies. After recognizing ability for collaboration, decision was made to join efforts. IBM’s new license revenue increased **$30M** year over year.
* **Necessary software content increase led to collaboration and $12M.** Showed IBM sellers potential partnership opportunity with Accenture could lead to increased software content in current projects, as well as lead to new ventures. Hosted meeting with both leaders, where rules of engagement were decided. Collaboration began, leading to IBM software content increase **$12M** in one year.

**Sales Executive Leader**

Tivoli

March 1998 - February 2003

Managed Tivoli Sales team in northeast. Initially responsible for newly acquired Software Artistry and Unison sales teams. Responsible for obtaining $75M sales quota, while blending the two new teams and minimizing attrition.

* **Ensured Tivoli partnership with Aetna for Enterprise License Agreement (ELA)**. Tivoli was blocked from participating, due to IBM ELA. I personally collaborated with sales and technical teams to demonstrate value and immediate need for our management software. Upon demonstration, Tivoli sold licenses outside of ELA, worth **$1.5M**+.

**Regional Sales Director**

Software Artistry

November 1992 – February 1998

Opened first field sales office outside of Indianapolis headquarters for Midwest based software company. Identified, developed and closed sales opportunities in the Northeast USA. Grew the Northeast Region to over **10M** in sales. Interviewed, hired and trained an effective Sales and Sales Engineering team. Significantly contributed to companies IPO and acquisition by Tivoli (IBM).

* **Won key business away from a competitor.** Konica was in a trial basis with a competitor’s software. Consistent, regular contact with Konica finally resulted in a meeting. Continually built relationship and trust, meanwhile validating our system as optimal solution. Managed critical product trial, leading to Konica’s purchase. Konica’s world-class customer service was ultimately featured in industry publications, showcasing the software system.

**Personal Information**

Hiking, Skiing, Fishing, Boating; Soup Kitchen Volunteer; Youth Hockey, Baseball & Lacrosse Coach