

Yaneth Milutin

(408) 425-4226

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Sales and services delivery leader with a track record of consistent over-achievement in the Security, Saas, Storage, Network and Network Security industries. I have delivered constant YoY business growth, providing strategic value through selling solutions to deliver successful client outcomes. I'm looking to elevate my personal development by utilizing my experiences in helping clients adopt change to gain business value and succeed through digital transformation.

PROFESSIONAL EXPERIENCE

May 2019-July 2020 **Juniper Networks** **Sunnyvale, CA**

Regional Sales Manager

- Drive Sales and Services within Enterprise Clients across in Northern and Southern California and the Pacific Northwest
- Create campaigns, lead trainings, introduce new products and programs with Partners to drive new opportunities within our Partners while protecting our core business -
- Launched Mist Wireless to previous Juniper only Partners with limited disruption and immediate financial impact in the Security space
- Developed new enterprise business through sales specific engagement with Focus Partners
- Clients included: Zoom, Apple, Box, Tesla, dropBox (140% of quota attainment)

May 2018- April 2019 **Oracle** **San Jose, CA**

Regional Sales Manager

- Exceed quota with 2.2 Mil in bookings – 120% quota attainment
- Initiated, nurtured and expanded Channel relationships in the US, Canada, and Latin America to penetrate target accounts
- Key Accounts Included: TIAA, Armstrong Flooring, CoopTel, ACT Security, Vermont Consortium Univ, ICBC, VIA Transportations, Casper, Match.com, FedEx, AMC Networks, Best Day
- Solutions included Network, Security, and Content Delivery solutions to optimize customer business processes

May 2014 - May 2018 **Comodo CA** **San Jose, CA**

Regional Sales Manager, West Region

- Grew total sales from \$300K in 2013 to \$11.5M in FY2018
- Helped build the West Channel from 2 Partners to 10 active Partners in the same period Driving enterprise sales across Northern and Southern California
- Annual achievement to goal in all 5 years – 111% -157%
- Recognized as highest ranking Account Manager in 2015 and 2016 while producing over 150% of quota each year
- Created all services go-to-market strategies and messaging, including most recent Prevention Architecture, helping Fortune 2000 clients realize a most optimal security posture to help prevent successful cybersecurity attacks
- Key clients included: Safeway, Agilent, Alaska Airlines, Blue Cross Blue Shield of CA, Costco, eBay, The Gap, Gilead, LA County, NetApp, Nvidia, Union Bank, ...

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August 2012 - May 2014

AMD

Sunnyvale, CA

Senior Sales Manager, West Region

- Led \$35M Business delivering processor and integrated systems to Enterprise clients
- Consistently delivered 25-30% margins while focused on driving adoption and consumption of advanced performance features in Fortune 1000 customers
- Developed and grew virtual team to over 15 personnel which consisted of Services Sales, Project Management, Field Application Engineers and Sales Operations
- Key clients included: Shutterfly, AdapTV, Ariba, Qualys, Orange, CollabNet, Walmart...

April 2010 - March 2012

Imperva

Redwood City, CA

Senior Sales Manager, West Region

- Responsible for all sales activity in Enterprise accounts supporting Northern CA
- Over-achieved annual goal every year, with highest attainment of 152%
- Created assessment process for competitive take-out campaigns and used consultative selling methodology to provide service led sales campaigns in major enterprise accounts
- Responsible for demand creation, service scoping, contract creation, and negotiations for services component. Booked between \$5-10M/year in total product and services for all years FY2011

2011 President's Club Winner

December 2006 - April 2008 EMC

Santa Clara, CA

Account Executive / Enterprise Sales

- Northern California responsibility of all sales activity for Intel and Hitachi
- Managed \$10M run-rate for Hitachi Americas
- Won primary supplier for Hitachi Ltd global storage infrastructure which was first non-Japanese company to provide storage globally to Hitachi
- Cultivated relationships with value-added resellers, Distributors, System Integrators

2005 to 2006 & 2008 to 2010 Baracuda Networks

Campbell, CA

Account Executive / Enterprise Sales

- Managed territory focused on named accounts in Healthcare, SLED and Federal verticals
- Worked collaboratively with East Coast counterparts to present a unified, focused solution to Federal client: US Army, DOJ, NASA, Department of Energy
- Solutions included Network, Security and Content Delivery solutions to optimize customer business processes
- Captured 120% quota attainment, translating to over \$4.5M in annual revenue

October 2002- July 2004

Good Technology

Sunnyvale, CA

Regional Sales Director

- Recognized as top ranking, senior sales manager, achieving 130% of quote
- Fostered multiple long-lasting client relationships built on trust, integrity and loyalty

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August 1999- October 2002 Exodus Communications

Santa Clara, CA

Regional Sales Manager

- Industry leading, cutting-edge Internet and data communications technologies encompassing security, storage, CDN, networking, VoIP, outsourcing infrastructure
- Services included application management, OS monitoring & management, consulting, and implementation services
- Ranked as Top Regional Sales Manager, exceeding annual quota by 180%

2000 & 2001 President's Club Winner

EDUCATION

BA - Communications

San Jose State University