**Andy Boe**

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**Sales Operations**

A forward-thinking, entrepreneurially minded business executive credited with driving transformational change within highly evolving industry sectors. Skillfully manages sales and operations through the development of replicable best practices, standard operating procedures, and accountability metrics that drive revenue growth, business development, and operational efficiencies. Experienced managing hardware, software and network vendors as solutions partners and clients. A motivating team leader who sets a high standard for excellence, tenacity, determination and leading by example to inspire excellence across diverse employee groups.

**Key Leadership Highlights & Career Qualifications**

* Spearheaded an impressive organizational turnaround, successfully acquiring several new accounts for managed hosting, security, content delivery and colocation, earning the highest performance ratings.
* A savvy relationship builder, effectively created new and extensive pipelines for future sales activities by targeting, hunting and closing new accounts in emerging sectors.

Sales Process Improvement l Coaching and Mentoring l Channel Sales l Vendor Management l Change Management l Growth Strategies l Partner Relationship Management l Strategic Planning l Team Leadership l Competitive Pricing Analysis l Dashboards & Reporting l Salesforce.com Administration l Salesforce.com Administration

**Career Experience**

**Client Consultant | WellAware |** Scotts Valley CA **January 2021 to September 2021**

Sales and Market Development of IIoT Remote Monitoring and Control service. Targeted non-oil and gas prospects in Western US. Reported to Chief Revenue Officer.

* Sold level monitoring and pump monitoring to first municipal water company.
* Partnered with Pump vendors to identify BUS map and data collection and specify models.
* Sold monitoring and control service and negotiated OEM agreement for regional dairy operator and service provider.
* Sold tank level monitoring to first government/defense client.
* Worked with Sensor vendors to specify correct sensor for applications.
* Sold Fleet Management and Monitoring software to portable air scrubber vendors.

**Business Development | WellAware** **April 2020 to January 2021**

Hired by Chief Revenue Officer to spearhead business development and solicitation for remote monitoring solution and portable air scrubbers. Targeted Water Treatment, Healthcare, Building and Facilities Automation, SMBs.

* Qualified and developed leads resulting in more than $200K ARR during first 9 months.
* Developed target lists and executed sequences of emails and phone calls using HubSpot, IIR and Zoom Info.
* Lead Business Development team in activity, number of qualified opportunities, total value and total revenue.
* Mentored and trained two BDR in cold calling, sequences, industry knowledge.

**Stagehand | IATSE |** San Jose and San Francisco, CA **August 2014 to today**

Serve as Department Head to lead setup and breakdown of projects from concept to completion for the International Alliance of Theatrical Stage Employees.

* Department Head for Apple WWDC in San Jose, Google I/O in Mt. View, Facebook F8 in San Jose.
* Bridge cross-functional communication gaps with internal, partner, and vendor teams for 4 Dreamforce events, 3 GoogleNext events,4 Facebook events, 3 Apple WWDC events, and 3 Nvidia events.

**Career Experience** (Continued)

**SFDC Dba and Administrator | BLUE COAT SYSTEMS |** Sunnyvale, CA **January 2015 to January 2016**

Served as a senior support leader to oversee provision of first and second-level support across the enterprise. Successfully resolved 2,400+ cases and created 250+ new users.

* Deliver new hire sales training in areas of pricing, account information, sales proposal creation
* Define and launch approval process, assignment rules, and edit page layouts for price book management.

**Business Analyst | VMWARE | Palo Alto, CA May 2010 to December 2012**

Primary Salesforce.com support analyst in Americas to assist internal employees and partner application users.

* Resolved support Cases sent to several e-mail to case Queues, developed ad-hoc reports and dashboards, created and deactivated users, assigned and managed territories, resolving problems with access.
* Identified new support requirements for enhancements or add-on applications through partnership and collaboration with Project Managers and various software vendors.
* Develop training presentations and sales enablement content to ensure teams utilize latest processes and solutions.
* Worked with software vendor customer success teams to ensure successful deployments and engaged users.

**SMB Account Executive | LINKEDIN | Mountain View, CA January 2009 to April 2009**

**(CONTRACTOR)**

Drove sales and marketing into a 6-state territory as part of a short-term contract. Selected among the top 10 sales professionals from more than 1,200 applicants.

* Targeted in-house recruiters, sole proprietors and larger recruitment companies selling Linkedin Navigator, Recruiter and Company Pages.
* Developed sales inquiries into qualified leads, delivered webex sales presentations, produced sales proposals and closed business.
* Secured 6 new clients representing more than $18K in net-new revenue over a 3-month period.

**Notable Earlier Experience**:

**Strategic Sales Executive** CenturyLink, Santa Clara, CA (July 2005 to March 2007)

**Senior Sales Executive** Akamai, Santa Clara, CA (October 2004 to July 2005)

**Sales Executive** Navisite, Santa Clara, CA (January 2000 to April 2004)

**Channel Sales Manager** Gupta Technologies, Menlo Park, CA (June 1995 to January 1997)

**Sales Engineer** ITT Engineered Valves, Lafayette, CA (March 1986 to April 1990)

**Education**

**Executive MBA |** Saint Mary’s College of California, Moraga, CA

**BS, Economics and Business Administration |** Saint Mary’s College of California, Moraga, CA