

Peter Gailey

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Vice President Sales - Business Development

Vice President Sales - Bus Dev: Expert who builds and leads teams that deliver on sales targets.
Enterprise Sales expert: IT Infrastructure, ITIL, Cloud, Systems, Storage, Managed Services
Market expert: Retail, Telco, Manufacturing, Oil & Gas, Finance, T&T, and Education.
Channel expert: End User, OEM, Distribution, VAR, and Global Systems Integrator (GSI).

Accomplishment Summary

- Involved with several early stage firms bringing them out of stealth to revenue and growth.
- Created and grew Data Center Practice at Sun Microsystems from \$0 to \$100M in 1st year.
- Grew VAR from \$48M to \$67M in one year. Ranked #13 in "VAR Business: fastest growing".
- Opened remote offices - Dallas (\$0 to \$10M 1st year), Austin (\$0 to \$25M 1st year), LA (\$1M to \$11.5M 1st year), Dallas (\$5 to \$50M in 2 ½ years).
- Led VAR from \$5M to \$50M - InfoTech (Enpointe) in 2 ½ years in the TOLA market.

Experience

Gailey Enterprises – Executive Advisor to Early Stage and Mid-Cap firms 2007 to Present

3D Data Capture, Printing, Software and Service firm

- Created early stage venture addressing the lack of 3D content in the 3D Printing and Entertainment industries.
- Built Infrastructure – CRM, Market targeting, Lead generation, Sales funnel process
- Opened Remote Studio in Hong Kong. The first of many. 5 Cities under contract.

Training company

- Created early stage venture addressing ITIL training requirements for the Fortune 2000.
- Built Infrastructure – CRM, Market targeting, Lead generation, Sales funnel process

Long term digital data preservation service

- Created early stage venture addressing long term digital data retention and preservation.
- Completed sales and business development go to market, and partner strategy and design for deployment of a very large scalable, secure digital data retention and preservation service.

Systems Integrator

- Launched a Systems Integration firm in the RFID Solutions vertical. \$1M first year revenue.
- Created and launched Sales Methodology from problem identification to solution delivery.
- Introduced RFID Solutions to Fortune 500 firms in Oil & Gas, Travel and Transportation firms.

Technologent - A Value Added Reseller VAR

2005-2006

- Grew business from \$48M to 67M. 40% growth of the US geography.
- Created two Practices generating \$10M new incremental business.
- Directed Sales, Marketing and Technical efforts at a top Value Added Reseller (VAR)
- Managed - 6 managers, 14 direct, 60 total, 10 dotted-line, 30 outsourced individuals

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Sun Microsystems Inc. – Fortune 500 - Global Sales Organization

1995 - 2004

US Data Center Strategic Sales Solutions Manager

- Generated \$93M in 12 months after creating a data center services Practice for Consolidation
- Trained sales execs (400), architects (50), BDMS (30), SEs (400), PMs (50), and EMs (30).
- Enabled the Global SI (GSI) Partners to leverage the Data Center consolidation solution.

Storage Product Sales Manager

- Developed the first Solution offering for Sun Microsystems. The Solutions group eventually sold \$500M new business in systems, storage, software and services on a global basis.
- Built the Dynamic Data Management Practice with BearingPoint to address the data compliance requirements of the Pharmaceutical industry resulting in solution sales of \$3M.

Global Account Executive

- Grew from \$75M to \$150M per year. Leading global sales team covering Amdahl.
- Managed day to day business at - Amoco, BP, Halliburton, BofA, various Telco Accounts.
- Delivered \$400M while managing the resale of Sun servers, storage, software, training, and services to Fortune 1000 data centers around the world.

Senior Sales Representative

- Grew from \$45M to \$90M leading teams of Reps and SEs for the EDS Account
- 120% of goal. Exceeded revenue goals by team selling efforts at joint Sun and EDS accounts.

Prior Experience:

InfoTech Computer Systems (Now EnPointe) – Value Added Reseller (VAR)

Director of Sales and Operations

- Led startup VAR from \$5M to \$50M per year run rate in 2 1/2 years
- Managed 23 direct reports and all aspects of the business: P&L, Sales, HR, facilities, security..
- Achieved profitability after six months, by controlling costs and increasing revenues to \$15M.
- Hired, Trained, and managed a sales force of 20, to execute a B2B e-commerce strategy, resulting in sales to Fortune 1000 end-users, SMB and state & local government

Fujitsu America, Inc. (FAI) – A Global technology conglomerate

Director of Sales

- Goals ranged from \$50M to \$200M. Exceeded quota goals 6 of 7 years while at Fujitsu.
- Managed sales teams of 20 Reps for all channels in the South Central United
- Managed channels included OEM, distribution, Value Added Resellers (VAR), and (VAD) .
- Generating \$300M by landing two national distributors, Tech Data and Arrow Electronics
- Sold \$40M to Original Equipment Manufacturer (OEM) accounts.
- New customer wins - Compaq, Convex (HP), Tech Data and Arrow Electronics

Staff Assistant to the President

Senior Sales Representative

Education: Bachelors of Science - B.S.B.A., Major Marketing, John Carroll University

Community Involvement: Boy Scouts of America: Assistant Scout Master, Unit Commissioner.

DFW Cloud Computing Meet-Up Group - Charter Member

American Red Cross: Instructor – 1st AID/CPR/AED. Wilderness First Aid – When help is delayed.

Past Leader - DFW Mid-Level Executive Group – 600+ VPs and Director Level Members (MEG)