

Gloria George

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PROFILE: An accomplished and highly motivated sales executive with team leadership and global marketing and sales experience.

OBJECTIVE - Utilizing my Global sales ~marketing corporate strategy to benefit the corporate goals

HIGHLIGHTS OF SKILLS and QUALIFICATION:

- Founder & Publisher of TravelHost Magazine of Monterey Bay & County a visitor guide.
- 25+ years in Sales with extensive knowledge identifying opportunities, product positioning and market focus.
- Experience working globally by utilizing corporate resources, and developing sales processes to ensure customer satisfaction.
- Accomplished team leader and training speaker for Sun Microsystems Inc., with excellent interpersonal skills and presentation skills.
- Managed large accounts through all aspects of contract negotiations by developing strategies, prioritizing, problem solving and territory management for maximum revenue opportunities.
- Extensive experience with establishing partnerships, alliances, coaching teams and building relationships

SELECTED PROFESSIONAL ACCOMPLISHMENTS

Started a business - America's # 1 Visitor guide in Monterey County

Awarded Sun Sunrise Club FY95, FY96, FY97, FY99 and FY00

Achieved 168% of Global goal for FY 00, 191% of FY96 goal and 184% of FY95 goal

Top NAFO Sales Rep. FY97 Silicon Valley South District, Western Region

Achieved # 1 Shipping and Booking revenue for Sun's telesales department FY96, increased the central telesales customer base over 100% first year

PROFESSIONAL EXPERIENCE

TravelHost Magazine of Monterey Bay & County Inc., CA

(2/06 – 6/13)

Owner – Publisher

Started a franchise in Monterey, CA. TravelHost Magazine - America's # 1 visitor guide for 45 years. Tourism brings \$2.5B+ in yearly revenue into Monterey County. Created a magazine for businesses and non-profits to get their products and services in front of these travelers. Built the magazine and readership to 120K+ monthly. Manage all aspects of the business from sales of advertising through the publishing of a quarterly magazine.

Sun Microsystem Inc., CA

(4/94-7/05)

Business Development Manager -Java ES - Scale to Volume Program

7/04 - 7/05

Develop Business plan to work with targeted corporate accounts to build out customers IT infrastructure. Trained 600 + Global sales organization and partners on Java ES product and business model. Responsible for FY05 Revenue Battle Plan - budget and programs to drive corporate goal of 1M Java ES users.

Senior Product Marketing - Java Enterprise System 6/03-7/04

Responsibilities include building out partner portfolio by using Sun Software. Presentations to key partners on the value of Sun. Identify key partner applications that expand Sun Microsystems portfolio of software solutions. Develop marketing messaging used for partners external web based portals.

Global Account Manager - Sun Customer # 1 Program 5/01-6/03

Responsible for positioning Sun's software products within IT Enterprises. Team achieved corporate FY02 goals by deployment of Sun's Web, Directory, Portal Calendar and Messaging strategy for both internal and external corporate use. Gained executive commitments to support requirements for product development and ensure a reliable, scalable and serviceable data center. Key products used for Sun's Corporate Enterprise infrastructure were Sun's Web Services and Service on Demand

GSO- Business Development Manager - Accenture/Deloitte 1/01 - 5/01

Developed Service offerings together with partners targeting telco's running CRM and CPC applications globally. Product offerings were Sun Tone certifications, global training and professional service support.

ES-Global Account Manager - Cisco Systems & Accenture 7/98 - 01/01

Coordinated a global virtual sales team across Sun to expand communication of programs for targeted industry solution. Managed partner relationship by developing a "Go to Market" strategy for integrated Telco solutions. Worked across product sales, software and service teams to help grow revenue and position SUN as a key partner. Developed a customized global contract and OEM program reaching our \$144M goal.

CS- Account Executive - Western Region Sales 9/96 - 7/98

Initiated programs i.e., configure to order with asset labeling, direct to order, web ordering via Cisco's intranet and EDI transfers to position SUN as a leader in the industry. Exceeded 44M goal by 14% in FY97 positioning SUN as the vendor of choice for engineering development at Cisco Systems.

NAFO Central Team Leader - Telesales 4/94 - 9/96

Promoted to Central Area Team Leader 1/95 to coach, develop and deploy implementation strategies for optimal team effectiveness in-line with corporate direction of verticals. by optimize resources, grow revenue and improve customer satisfaction. Exceeding our goals we became number #1 Inside sales team in shipping and booking for FY96. Monthly speaker at Sun's "New Hire Training" educating corporate sales to utilize Inside Telemarketing Sales Team to achieve Sun's global goals.

Polaris Service, Inc., MA Sales Representative (5/92 - 5/93)

Responsible for sales and marketing Sun hardware maintenance. Focused my sales on Fortune 500 companies in the 10 Western States. Negotiated service contracts with CFO, CIO and CEO

Apex Computer, WA Sales Representative (2/91 - 2/92)

Start up sales territory in Northern California.

Electro Rent, CA Sales Representative (6/84 - 7/90)

Negotiated major contracts with companies i.e.: SUN, Lockheed, Loral (Ford Aerospace) and G.T.E., by supplying sales of rentals and purchase of Sun, HP, DEC and Electronic Test Equipment. Achieved top sales representative nationwide, of over 70+ sales reps., by achieving highest revenue territory in the nation.

EDUCATION, PROFESSIONAL DEVELOPMENT & CERTIFICATIONS

Working Career, started working at 15 ½ and never have stopped learning

Fremont High School – graduated in 3 years

Foreign Language: Portuguese

De Anza & Foothill College: Business Management courses, Drafting & Travel Agent

State of California - Real Estate License

PERSONAL AND PROFESSIONAL REFERENCES AVAILABLE UPON REQUEST

PG (2/2)