

12260 SW Westdale St
Portland, OR 97225
E-mail mike.hascall@gmail.com

Phone 503-208-4578
www.linkedin.com/in/mikehascall

Mike Hascall

Objective

To obtain a full-time position in a progressive company where I can utilize my executive sales skills and wealth of experience to help achieve overall sales goals.

Career Highlights

Experienced sales executive, results oriented, strong work ethic with high energy level and intense drive.

Summary of Qualifications

Achieved Presidents Club four consecutive years
Thirteen years with Sun Microsystems
Ranked in the top 20% of sales account managers at Sun
Significant wins include a \$22m service contract
Successfully worked with Channel partners to increase new market penetration

Professional Experience

2012 - Present Kuni BMW Auto Center

Retail Auto Sales

- Achieve sales volume goals/objectives and obtain satisfactory grosses.
- Contact potential customers as soon as possible. Use phone, mail, e-mail, Internet, and other forms of communication to seek prospects.
- Complete all paperwork in a precise and timely manner, Assist prospects in securing all desired consumer protection guides.

2010 - 2012 Landmark Ford

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2003 - 2008

Sun Microsystems

Global Sales Desk Manager

- Managed complex Tier II business development, rack and third-party product quoting, driving and facilitating system builds through deployment.
- Managed staging process for all high-end Sun and Fujitsu Server orders in the factory. (Goal at 50%; average 78%).
- Program managed the quoting, configuration and integration of custom orders utilizing the Staging process within the factory.
- Successfully managed and deployed 100% of product launches at or prior to customers' scheduled ship dates.
- Interacted extensively with end customers to ensure quoting was completed and built the most efficient integrated solutions for their needs.

1999 - 2003

Sun Microsystems

Program Manager / Channels Executive – Systems Integrators

- Worked with customer account teams to provide a "plug and play" integrated solution.
- Involved in defining solutions and worked with Operations to build product according to budget and specifications
- Consistently exceeded hardware and service sales targets for Amdahl, Fujitsu and Unisys nationwide.
- Achieved overall sales quotas for three consecutive years.
- Promoted service sales solutions through Sun's Northwest Channel partners, resulting in 80% higher attach rates.

1997 – 1999

Tactix Re-Engineering

Senior Account Manager

- Sold Sun security solutions, firewalls and Solaris products.
- Managed Sun service contracts and renewals as needed.
- Processed and tracked orders, managed delivery to customers, and oversaw Accounts Receivables.
- Developed and pursued new sales leads by networking with current client base and referrals.
- Worked closely with Sun Reps to maintain a good working relationship and to update them on opportunities that were being developed.

1996 – 1997 Thurber Works

Sales Manager

- Maintained a \$2.6M Sales goal for the year 1996-1997.
- Established and maintained strategic relationships with high-volume accounts.
- Sold Sun Internet / Intranet solutions, Web Servers as well as Security solutions, including Checkpoint Firewall-1 and Solstice products.
- Competency 2000, level 2000 certified.

1992 - 1996 Cell One & Motorola Radio, Bend, OR

Communications Consultant

- Consulted businesses on streamlining communications utilizing cellular, two-way radios, paging and voice mail systems.
- Designed cellular systems for remote homes and businesses using Motorola products and Cellular service.
- Aligned customers with proper equipment for reliability and durability.

1990 – 1992 Sundown Services, Lake Oswego, OR

Owner Operator, Sales and Service

- Sold used and refurbished Sun Microsystems computers and maintained time and material service contracts.
- Handled on-site hardware and software installation and support.
- Set up and maintained all accounting functions.

1984 – 1990 Sun Microsystems, Mountain View, CA

Field Service Engineer II / Trade Show Technician

- Established and maintained customer relations, achieving excellence in customer satisfaction.
- Analyzed, evaluated and diagnosed customers hardware and software problems.
- Handled hardware and software installation and support.

Education & Training

- Boise State University
- Sun Microsystems Training: Business Acumen, Channel Development, Intro to C Programming