

Jon Duncan

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Recent

Experience: **Director, Mobile Strategy & Solutions Engineering, DSI**

January '14 – Present Atlanta, GA (Headquarters: Kansas City, MO)

Highlights: Player/Coach responsible for both Solution Engineering duties and management/leadership of the North American Solutions Engineering Team (including Customer Success Management). Helped to drive 75% year of year new business growth and 98% customer renewals.

- One of the primary pre-sales resources used to sell large enterprise mobile deals worldwide
- Customize, build & deliver mobile software demos, RFP/RFI responses, & detailed technical sales presentations to both IT and C-Level audiences
- Drove improvements and consistency in presentations and demonstrations for the SE team
- Created a mechanism within salesforce.com for recording and reporting on usage and effectiveness of my team

Mobile Strategist, DSI

August '13 – January '14 Atlanta, GA (Headquarters: Kansas City, MO)

Highlights: Helped to create and drive messaging around the DSI Mobile Enterprise Platform both internally and externally as the product suite transitioned from legacy toolkit to modern mobile platform.

- Served as product manager, product marketing and analyst relationship liaison while these roles were vacant within the organization
- Revamped sales materials and presentations in an effort to drive clarity and consistency of messaging worldwide
- Primary presenter for Gartner and Forrester analyst briefings as well as trade shows and industry events around the globe
- Promoted to Director after only five months with the company

Senior Product Manager, Antenna Software

October '12 – August '13 Atlanta, GA (Headquarters: Jersey City, NJ)

Highlights: Senior member of the four-person Product Management team responsible for evangelizing the product suite both internally and externally.

- Helping to drive the short and long term strategy of the Antenna Mobile Platform product suite.
- Present and demo the product suite and roadmap to the Sales Team, Industry Analysts, Customers and Prospects with a focus on new features and strategic direction of the company.
- Product Management representative responsible for working with the Product Marketing team to build and refine the go-to-market strategy including presentations and demonstrations.

Senior Systems Engineer, Antenna Software

June '07 – October '12 Atlanta, GA (Headquarters: Jersey City, NJ)

Highlights: In 2009, I was voted SE of the year after having helped close two of the largest deals in company history. In 2010, I was 425% of my quota and brought in the most revenue of any SE worldwide.

- Customize, build & deliver mobile software demos, RFP/RFI responses, & detailed technical sales presentations to both IT and C-Level audiences
- I spent time regionally focused in the Southeast US, as well as supporting Business Development/Partners, and vertically focused on both Retail/CPG and the Federal Government.

Solution Architect, Ventyx (formerly Indus/MDSI)

April '04 – June '07 Atlanta, GA

Highlight: In my first full year with the company (FY2006), I achieved 165% of quota, got promoted and was selected to the Circle of Excellence (one of just 2 pre-sales employees selected worldwide).

- Lead pre-sales support engineers globally responsible for Field Service product Suite.
- Customized, built and delivered enterprise software demonstrations to high-level executives.
- Additional role included technical resource across product lines (including Asset Management and Customer Service Suites) responsible for technology & architecture demonstrations.

Sales Engineer, ClickSoftware, Inc.

August '00 – April '04 Atlanta, GA (Headquarters: Tel Aviv, Israel)

Highlight: I was responsible for selling 8 deals (including 4 large Fortune 500 deals) during a down economy, including the largest North American deals 3 out of my 4 years with the company.

- Pre-sales support responsible for 17 state region & two sales reps
- Customized, built & delivered software demos, web applications, RFP/RFI responses, & detailed presentations for sales opportunities
- Also served as a billable Business Analyst & Software Trainer in the Professional Services Dept.
- Customized, discussed and demoed integrations to ERP & CRM software packages (through XML) including SAP (R/3 & CRM), Siebel, PeopleSoft, Amdocs/Clarify & others

Accounts: I have extensive success selling new business to major corporations including:

Dell, Hallmark, Dick's Sporting Goods, Walmart, Coca-Cola Enterprises, Coca-Cola Refreshments, Coca-Cola Consolidated Bottling, SimplexGrinnell, Amtrak, Sara Lee, Carey Limo, Eesti Energia (Estonian Power), American Tower, Scottish Power, Salt River Project, Best Buy, Georgia Pacific, Ernst & Young, Cox, Knology, Mobile Gas, Schindler, AT&T, Siemens Westinghouse, Maytag, CSX, CompuCom, Southern States, and Luck Stone

Education: University of Richmond, E. Claiborne Robins School of Business
Degree: Bachelor of Science in Business Administration
Concentration: Marketing Minor: Jepson School of Leadership Studies

More extensive work history and professional references furnished upon request.