

PHIL PURDY

Key Accounts Leader



615-212-9657 philpurdy@gmail.com linkedin.com/in/ppurdy Nashville, TN

EXPERIENCE

Global Key Account Director

Qubole 2019 - Ongoing Seattle, WA

Cloud data platform

- Closed \$2.1M opportunity within 4 months
- Expanded platform usage to 3 new business units
- Fought off competing technologies from powerful, larger organizations

VP Strategic Accounts

Yubico 2017 - 2019 Seattle, WA

Cybersecurity

- Drove \$1.9M win - largest in history of company
- Closed \$2.1M opportunity with Amazon Web Services
- 347% YoY growth at Microsoft after closing 15k unit deal

Global Key Account Manager

Commvault 2016 - 2017 Seattle, WA

Data management

- Developed and closed \$1M data protection opportunity with Costco
- Increased territory sales by 129% in 12 months
- Sold new use-cases in business and IT areas to include security, infrastructure, mobility, and application development

EDUCATION

Masters Degree (MA)

Michigan State University

Bachelors Degree (BA)

Adrian College

PROFESSIONAL DEVELOPMENT

Strategic Management: Competitive and Corporate Strategy

The Wharton School

The Management Development Program

University of Washington - Foster School of Business

High-Impact Sales Strategy Program

Northwestern University

ACHIEVEMENTS



Achieved sales quota 12 consecutive years



200% quota containment 5 years



Consistently ranked top 10% quota attainment



Build customer relationships from c-level and vp-level through directors, managers, and SMEs

SKILLS

Adaptability

Organizational leadership

Emotional intelligence

Contract negotiations

Collaboration

Creative problem-solving

Persuasion

PASSIONS

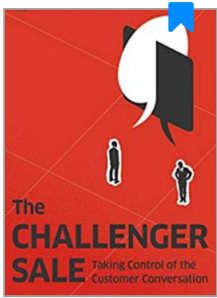


Empowering and helping others to achieve their personal best

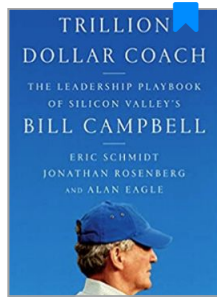


Using data to drive better decisions

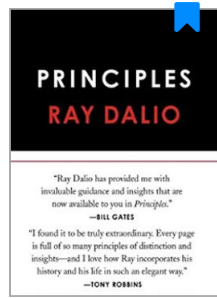
BOOKS



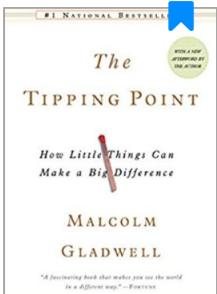
The Challenger Sale
Matthew Dixon and Brent Adamson



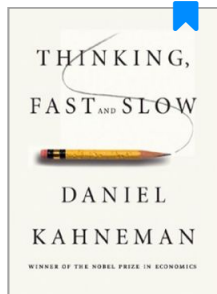
Trillion Dollar Coach
Bill Campbell



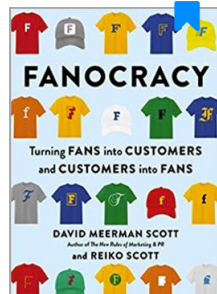
Principles
Ray Dalio



The Tipping Point
Malcolm Gladwell

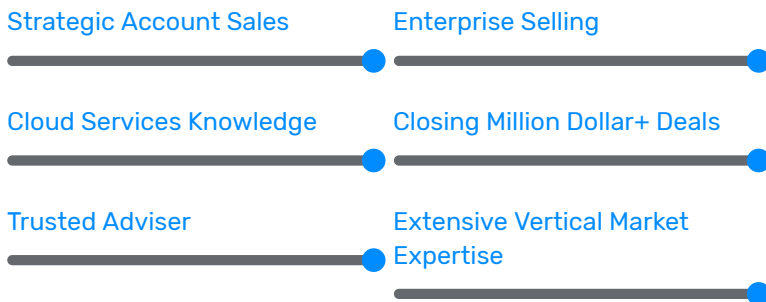


Thinking, Fast and Slow
Daniel Kahneman



Fanocracy
David Meerman Scott and Reiko Scott

INDUSTRY EXPERTISE

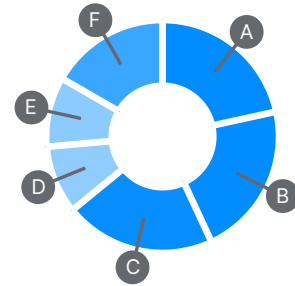


SUMMARY

I bring a proven track record for delivering solutions that drive meaningful and sustainable business value. My expertise spans multiple vertical markets including big data, cloud computing, healthcare, retail, manufacturing, and cybersecurity. Organizations seeking results and significant growth will benefit from my deep experience in strategic selling.

After living in the heart of the tech industry in Silicon Valley and Seattle, I'm excited to bring my contacts, knowledge, and energy to the Nashville market.

MY TIME



- A Sales Prospecting
- B Client Relations
- C Technical Professional Development
- D Networking
- E Salesforce.com Hygiene
- F Family and personal time

MY LIFE PHILOSOPHY

"Strategy is a commodity, execution is an art."
-Peter Drucker

CERTIFICATIONS

Coaching Development - Challenger

Effective Negotiating - KARRASS®
Effective Negotiating

Strategic Selling and Large Account Management Process - Miller Heiman Group

The Challenges of Enterprise Selling - Sandler Training

VOLUNTEERING

Habitat for Humanity
Seattle - King County

Helping Habitat build homes for low-income families.

Microsoft Alumni Foundation
Redmond, Washington

Our mission is to capitalize the collection power of the Microsoft alumni family and leverage our resources to make a difference for others.