

Stephen W. Myers

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SUMMARY

Senior Manager/Director-level professional and strategist with extensive experience driving revenue and profit growth in startup and established environments. Experience spans Sales and Marketing, Management, Product Management, Global Business Development, Mergers and Acquisitions and Training and Certification. Results-based leadership in technical presales programs in sales from \$5M to \$600M and growth of up to 60%. Visionary Strategist that transformed a partner enablement program from an overhead center to a cost neutral model while growing students served by 4500% and integrating three acquisitions.

KEY QUALIFICATIONS

Presales Management
Salesforce Enablement
International Management
Virtual Team Management

Product Management
Organizational Change
Mergers & Acquisitions
Sales Channel Development

Event Management
Program Management
Strategic Planning
Lean Sigma Methodology

EXPERIENCE

HEWLETT-PACKARD (Cincinnati, OH)

1998-2009

HP is a technology company that offers one of the most comprehensive hardware, software and services portfolios in the industry. HP Software is a \$3.5B provider of management software solutions.

Senior Manager - Global Partner Enablement (2004 - 2009)

Transformed and directed the partner training and certification program for HP Software's Channel & Alliance Partners. Training activities included: classroom, virtual classroom, event-based, and computer & web-based instruction Responsible for strategic and tactical program design in multiple global operating regions.

- Transformed partner enablement from overhead to cost-neutral program by providing increased/enhanced services while sharing costs with the partner community.
- Led change model as services transitioned from primarily instructor-led to self-service model.
- Created and managed technical training programs for global events such as HP Software Universe, PE Galaxy, and APJ Bootcamp – exceeding all assigned goals and metrics.
- Developed scalable training model that utilizes all HP training resources including external teams.
- Developed certification model for partner product specialists (sales and technical).
- Managed partner training program as it grew from 400 students in 2004 to 16000+ in 2008.
- Marketed and promoted partner certification program as it expanded from 2000 to 15000 professionals over the same period.
- Increased partner satisfaction metrics by 25% from 2006 to 2008.

Worldwide Partner Presales Readiness Manager (2002-2003)

Developed and managed a global program designed to provide product knowledge and demonstration capabilities for 150,000 certified HP professionals and partner presales resources and leverage them as active evangelists for HP products, services and solutions. The primary areas of focus were HP Software and HP ProCurve networking products.

- Created and developed a presales professional handbook detailing access and contacts for HP's partner community programs.
- Assisted in development of new technical certification exams and criteria.
- Enhanced partner presales programs to create excitement about HP programs and solutions within the presales professional community by focusing targeted information designed to simplify their research and solution design.
- Strategically provided cross-functional focus for software, services and network equipment business units.
- Assisted in development of certification requirements for software and network hardware professionals.

Sales Engineering Manager/Lead Solutions Architect (1998-2002)

Managed the Channels and North American middleware presales teams delivering RFI/RFP responses, system demonstrations, proof-of-concept installations, technical presentations and expertise to overcome customer technical objections to proposed solutions. As a TSI-cleared professional, provided primary presales support for HP Software efforts within the Department of Defense and intelligence communities.

- Created technical programs (partner recruiting/training/readiness), and led the technical team to deliver \$10 million in independent revenue.
- Managed a presales team that delivered consistent results that allowed the Americas region team to generate 40% growth.
- Provided the primary technical skills (presales, post-sales, and consulting) in a new venture federal sales program that generated \$15 million in new revenue for the organization.
- Provided direct technical account management for 3 of 4 largest HP middleware sales deals globally in 2001 - worth \$26.2 million in software and services.
- Created and managed the Sales Operations engineering function to provide HQ services for field engineering teams.
- Provided technical expertise for licensing, legal, pricing, and marketing teams.

ATTACHMATE CORPORATION (Cincinnati, Ohio)

1990-1997

Attachmate is a leading provider of PC to mainframe hardware and software solutions.

Systems Engineering Manager

Directed the creation and growth of the presales engineering, customer education, field marketing, professional services, and competitive analysis teams. Initial funding, leadership, and direction came from the presales organization.

- After creation of presales engineering team, customer satisfaction rose 60% and deal closure rates increased to 85%. The sales cycle was also shortened by 50% leading to increased efficiency in the sales cycle.
- Provided technical account management for a large entertainment company that led to largest software license deal in company history - \$2.3M.

EDUCATION AND TRAINING

Computer/Management Science	Embry-Riddle Aeronautical University
Public Speaking and Human Relations	Dale Carnegie and Associates
Building Support For Your Ideas	Blessing/White
IT Service Management	EXIN International
Lean Sigma	Hewlett-Packard

CERTIFICATIONS

Foundational Certificate in IT Service Management	itSMF
Accredited Sales Professional – HP Strategic Software	Hewlett-Packard
Accredited Sales Professional – HP Application Software	Hewlett-Packard
Accredited Sales Professional – HP Operations Software	Hewlett-Packard
Accredited Integration Specialist – Business Availability Center v8	Hewlett-Packard
Accredited Integration Specialist – SiteScope v9	Hewlett-Packard