

# 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

**RED HAT** (Raleigh, NC)

**2009-Present**

*Red Hat is an Open Source technology company that defines the model of success in the Open Source software industry. Red Hat is a \$750M provider of infrastructure, development, and management software.*

### **Senior Manager - Global Partner Enablement (2009-Present)**

Manage the partner sales training and certification programs for Red Hat's Channel & Alliance Partners. Responsible for strategic program design and tactical delivery models in multiple global operating regions.

- Manage vendor in the development process to scope, create, and deliver a program to provide training for channel account managers in both instructor-led and eLearning environments.
- Develop new partner sales training modules and certifications to match.
- Design and manage the development phase of a set of new role-based sales and technical training modules.
- Create selection and implementation criteria for new partner-centric learning management system.
- Provide technical and subject matter expertise for vendor-led implementation of new learning management system.

**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. I joined HP as a result of two acquisitions – Bluestone Software in 2000 and Mercury Interactive in 2006.*

**Senior Manager - Global Partner Enablement (2006 - 2009)**

Transformed and directed the partner sales and technical training and certification programs 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.
- 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.
- Developed partner presales programs to generate increased partner participation.

**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. I joined Attachmate from a startup known as InterComputer Communications Corporation (ICC) which was acquired by DCA in 1992 which subsequently merged with Attachmate in 1996.*

**Systems Engineering Manager**

Directed the creation and growth of the presales engineering team. Presales engineering was responsible for customer presentations, RFI/RFP production, customer demos, proof-of-concepts, installation and configuration services, and trade show program management. This team eventually created additional customer service programs including: customer education, field marketing, professional services, and competitive analysis.

- 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
Red Hat Certified Sales Professional	Red Hat