

Ben Lockett
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Enterprise Software Sales Executive

Enterprise Software Sales / P&L / Territory Management / Business Intelligence / JD Edwards / Entrepreneur / ROI / CRM/ Process Design and Development .

Driven software sales professional combining business acumen, proven sales track record technical know-how to develop technology solutions, software applications and innovative services for major organizations including **Kendal Jackson, DR Horton, Microsoft , GAP & Boeing** . Goal oriented customer focused, selling enterprise software solutions to SMB and Fortune 500. Demonstrated leadership used to improve the bottom-line.

- Salesman of the year 2006
- Pioneered green field sales territory
 - Built \$5M Pipeline
- Instrumental in building 2006 \$1.5M revenue channel (2X from 2005) with global leader in Business Intelligence
 - Secured **Gap Asia** contract for Crystal Decisions.

National Diploma, Business / Finance, Plymouth University.
Royal Military Academy, Sandhurst - Officer and leadership training.

CAREER HISTORY

RapidDecision – JD Edwards Data Warehousing and Business Intelligence Solution Provider, 2005 – Present

Regional Sales Manager

Built sales organization from ground zero, conceptualizing and implementing strategic plan that generated \$1.5 million in software and consulting revenue within one year. Created a \$9m company wide partner driven pipeline. Created new product marketing strategy that was implemented by whole company.

Entrepreneur, [Carlton Enterprises](#), 2004 – 2005

Took advantage of Crystal Decisions purchase by Business Objects to follow life long passion for entrepreneurial endeavor. Planned and executed \$5M real estate acquisition strategy. Built 10 person team to find, fix and flip properties.

Successfully marketed New Mexico Properties to European market in London. Identified and invested in fastest growing real estate segments in Colorado.

[Crystal Decisions/Business Objects](#) – \$1B Global Company specializing in Enterprise Reporting Software, 1999 - 2004

Major Customer Business Development, 2003-2004.

Implemented next generation business development program focused on Fortune 50 customers with identified long term strategic value and revenue generation potential. Added \$3M to sales opportunity resulting in \$950K license and services revenue.

Professional Services Sales, 2002- 2003

Interface between Crystal's sales team and customers to build technology based solutions, maximizing services, training revenue and ROI.

Posted \$2M in services revenue.

Practice Manager. 1999 - 2002

Planned and developed Western Region Consulting Team growing from 2 to 18 consultants in 12 months. Set strategic objectives, tactical implementations, and priorities for the project staff. Assigned and reviewed tasks, managed performance and staffing requirements.

Software Spectrum – \$500M Global Company specializing in licensing and solution implementations, 1996 - 1999

Project Manager, 1996 – 1999

Implemented enterprise wide solutions based on Microsoft technology. Projects included deploying Microsoft Exchange for Credit Suisse First Boston in London, Help Desk solution for Motorola in Florida and Systems Management Server for Public Service of Colorado.

British Army, Captain, 1990 - 1996

Spent 6 years as an Officer in one of the most respected military organizations in the world. Received exemplary leadership training while studying at the [Royal Military Academy, Sandhurst](#). Gained entry to the Academy by beating 2/3 of all applicants. Led teams of between 9 and 150 challenging environments around the world including Central America and Cyprus.

Awards & Recognition

- RapidDecision Salesman of the Year 2006
- Panel Speaker –JD Edwards Real Estate Conference 2006
- Crystal Decisions Project of the Year 2001—for deploying a Balanced Scorecard at ICBC.
- #1 Contributor to the Crystal Decisions Customer Reference Program –45 participating customers.
 - Completed Top Gun Sales Training Course –March 2003
 - Completed Pre Sales Boot Camp –August 2003
 - MCSE

Publications

“Deploying Business Intelligence Solutions” –Que Publications