



GLENN A. FITZGERALD

WW Client Value SaaS & Social
Selling Leader

ABOUT

Hello, there! As the WW Client Value SaaS & Social Selling Leader for IBM's Cloud Division, I'm passionate about my teams' development. I enjoy mentoring & enabling sellers to become highly motivated as productive Sales Professionals.

CONTACT

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ACHIVEMENTS

- Recognized as "Region of the Year" and Member of Tricord's President's Club for three consecutive years
- One of the foremost authorities on Homeland Security Presidential Directive HSPD-12; enforcing identity management and access control to federally controlled facilities and critical information technology systems
- Successfully launched two based start-up companies

WORK EXPERIENCE

IBM Cloud & Cognitive/Security Division (14 Years)

Currently part of the IBM WW Cloud & Cognitive Enablement Team. I manage a group of motivated social sales trainers who specialize in developing and the delivery of revenue generating efforts. We are responsible for some 22,000 sellers/partners worldwide. I have personal responsibility for \$120+ Million in pipeline working with some of the largest companies in the world as a sales and product consultant. I am also the WW Social Selling Leader for all of IBM Cloud and a certified LinkedIn Sales Navigator Instructor and have achieved over 400,000 views on our corporate Facebook page and run LinkedIn Groups, Podcasts, Meetups, Vlogs, YouTube channels, and sales Campaigns-in-a-Box generating a 4% - 7% engagement rate that translates into a 6.8% close rate, generating an average of \$65 Million in revenue.

Sell-Tech Solutions, LLC (3 Years)

As Managing Partner and CO-Founder of Sell-Tech Solutions, a Sales Consulting firm specializing in sales training, compensation and product alignment. I managed all aspects of the business. Sell-Tech Solutions consulted with regional IT and Security Resellers advising them on how to successfully take their business to the next level.

Netilla Networks (5 Years)

This Security Startup invented the first clientless SSL VPN enabling businesses to allow remote connectivity using a standard browser. As Vice President of Sales and the 6th employee I built Netilla's Sales Organization through its initial growth period. This exciting startup pioneered secure, simple to use, e-commerce without having to use a client based VPN. Netilla was purchased by AEP Networks in 2000 adding to our portfolio the world most secure device ever invented to this day. AEP's FIPS 140-2 Level 4 HSM (Hardware Security Module) secures the most sensitive national security secrets around the world.

Hayes Modems (4 Years)

Became the National Sales Director at Hayes Modems, the first PC modem manufacturer and the inventor of the cable modem, DSL cards and headend units for OEM partners. I motivated a staff of 15 sales professionals calling on 150 VAR's and major accounts across the U.S. and Canada, managing two high-volume distribution channels (\$39 million in Retail, Distribution and VAR Channel). My knowledge spans the foundation and future of many internet capabilities. I reported directly to Denis Hayes, founder and President/CEO.

EDUCATION

Harvard Business School, Honorary program, part of IBM's Senior Management Training for the advancement of nominated managers. This program is a showcase at IBM and paves the way to advance through excellence.

Skilled Cinematographer with years of experience in film and video editing for corporate videos and commercial real estate. I am a YouTuber and have created thousands of videos and digital training materials for corporate clients.

Professional public speaker and powerful presenter. Extensive Microsoft Office skills which translate into exceptional client facing assets. Awarded the top presentation of the year at IBM.

Social Selling/Growth Hacking Expert with certification in LinkedIn Sales Navigator, FirstRain, HootSuite, Salesforce and many other Social Selling tools. Honored in the 2019 IBM Winners Circle for sales excellence creating the first Video RFP that helped close a 5-year, \$13.5 million deal.

Strong leadership skills. My expertise includes organizational restructuring, team building, selecting, coaching and self-empowering individuals to achieve peak performance. I have demonstrated executive leadership, contributing to strategic plans and have consistently achieved or exceeded corporate directives.