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SUMMARY

12 years of Exceeding goals in Computer Software Sales

- **Strategic seller – Able to quickly analyze client needs, identify opportunities, and sell value-added Solutions. Established ability to identify and reach key players and decision makers within Fortune 1000 companies.**

Highly Successful Team Leader

- **Disciplined and self-motivated – Employ a continual process of cold-calling, appointment setting, team meeting and cultivating new business opportunities. Consistently meets and exceeds revenue goals with a high close rate.**

Building Strong Client Partnerships

- **Customers view as High Integrity and Consultative**
- **Strong communication and presentation skills – Able to communicate well with clients, build solid, long-term business relationships, and represent company in a professional, partners-in-business manner.**

Major Accounts: Harris Corp, Lockheed Martin, Northrop Grumman, Adtran, NASA, Raytheon, Pitney Bowes, Phillips Medical, Johnson & Johnson, Honeywell, United Technologies

Markets served: Aerospace, Automotive, Military, Telecom-Datacom, Medical Sales

PROFESSIONAL EXPERIENCE

QNX Software Systems, Inc., Ottawa, Ontario, Canada Nov 2004-July 2009

SE/NE Region Sales Manager

Overall sales responsibility in NY, NJ and New England, Florida and SE area for sales of embedded software Development tools, RTOS, Engineering Services.

- SE increased revenue 53% FY07-FY09, managed Adtran and Harris Corp.
- NE increased revenue 54 % in FY06 and 22% over target in FY07 (NEast)
- Managed \$1MM account in territory (FY06) CAGR over 60%
- Added 20 new account design-wins many at LMCO, Harris, Northrop Grumman, Pitney Bowes, Philips Medical, NASA,
- Top Awards for 2 years new revenue at Harris for NSA approved Falcon III JTRS-approved radio with over 50,000 units in DOD service
Coordinated EAL-Level 7 certification for RTOS for Falcon III

Embedded Solution Partners, Redwood City, CA. April 2003- Oct 2004

Consulting Account Manager

Responsible for sales of embedded software and tools in Northeastern US, and Canada..

Principles included vendors real-time L2/L3/L4 switch solutions, databases, security, encryption, data management and development tools. Developed new territory to over \$1M in 18 months.

- Created sales in 2003 in excess of \$1MM. Added 4 \$200k + new accounts in this Region for emerging Principles for telecommunications OEMs

Wind River Systems Inc., Alameda, CA. Mar 1998- Apr 2003

Senior Account Executive

Responsible for increasing New York, New Jersey and Connecticut area for sales of embedded software Development tools, RTOS, Engineering Services. Increase revenue from \$1M to \$6M

- Increase sales in 2000 from \$3.1M to \$6.1M with a quota of \$4.1M selling to executive level at all clients in development territory
- Developed Global Crossing/IPC into \$2.5M account assisting R&D delivery to Bear-Sterns a unique, state of the art, trading floor product
- *Eight consecutive quarters* achieved over \$1MM in 1999- 2002
- Established large solution sales in excess of \$250k to medium account products, engineering services, training and royalties in \$MM order
- Negotiated with supplier CEO(RTI) a \$150k royalty buyout ; NDDS

Artesyn Technologies/Heurikon, Madison, WI. Feb 1996- Mar 1998
 Manufacturer and designer of custom CPU boards for communications market.

Northeast Region Sales Manager

- Sold into Lucent Technologies, established Artesyn as Lucent Qualified vendor, subsequent sales of \$20M annually
- Increased order rate from \$1.7M to \$3.4M in one year (97-98)
- Hired, trained and managed multiple Representative organizations
- Six design wins per year on average in communications OEM market
- Turned around a negative book to bill ratio in one year (95-96)

GESPAC Inc., Mesa, AZ./ Headquarters in Geneva, Switzerland June 1993- Feb 1996
 Small \$20M manufacturer of custom CPU boards for embedded systems market.

Eastern Region Sales Manager (17 Eastern US states and Eastern Canada)

- Increased territory dollar volume 250% in 3 years (83% CAGR)
- Responsible for growth of OEM accounts using embedded CPUs
- Cultivated relationships with Systems Integrators. Achieved over 10 new design wins in 1995

TEKTRONIX, Inc., Beaverton, OR. Feb 1979- June 1993

Sales Specialist CPU Design Automation Division (1986-1992)

- 1992 performance of 144% of quota, the 10th year exceeding quota
- Responsible for sales to customer using 16 & 32-bit CPU design
- Sold 12 \$80k digital design test system into HDTV market
- Achieved Executive Masters award status; 3 years at top 5%
- Sales achieved in 1986 >\$7M

Sales Engineer Test & Measurement Division (1980-1986)

SIEMENS/Cardion Electronics Division, Woodbury, N.Y. June 1977- Feb 1979

Radar Design Engineer (Secret Level US Security Clearance)

- Responsible for digital board design, installation and SIF/SIT training for Canadian instructors on IFF radar system for ATC of Canadian Forces.

EDUCATION

Bachelor of Electrical Engineering 1977
 MANHATTAN COLLEGE, Riverdale, NY