

Ronald J. "Ron" Lilek

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Experienced Software Salesperson, Results-Oriented; Proactive and Fearless Hunter and Relationship Manager; Proficient in all Stages of the Sales Cycle, from Cold Call to Close.

Cloud and SaaS sales; Hunter and Closer with extensive experience calling on C-Suite; Creative, High-Energy Team Player. CRM experience (Salesforce, HubSpot, Zoho)

Relevant Experience

Adeo Web, U.S., Chicago, IL (HQ in Kaunas, Lithuania)

11/2018 – 12/2020

Sales Director, North America

- Prospected and built U. S. pipeline from the ground up
- Closed portfolio of business in U.S. (Fourteen new logos, average \$35,000.00 - \$60,000.00 per deal)
- Generated \$125,000.00 in revenue from partnership agreements I negotiated and closed.
- Composed content for marketing materials and company website; authored company blog
- Represented company at trade shows and networking events

I Write it for You, Chicago, IL (Self-Employed)

12/2017– 11/2018

Owner and President

- Recruited clients and wrote blogs, articles, marketing and web content.
- Also wrote for Scripted.com (freelance writing agency)
- Published over 100 articles for third party companies, (most technology startups) across a variety of fields.)

Edify Technologies, Inc., Naperville, IL

01/2016- 11/2017

Sales Director. Microsoft Services; Nintex VAR/SI

- Oversaw business growth from \$4.1 million in 2015 to \$5.2 million EOY 2018
- Managed Nintex and EPiServer partnerships
- Allocated human resources for staff augmentation contracts
- Supervised completion of complex RFPs from various governmental and private entities.

Alpine Consulting, Inc., Schaumburg, IL (IBM VAR/SI)

09/2012 – 11/2015

- Senior Sales Executive for IBM Premier Partner and Magento Gold Solutions Partner – Primary focus on Big Data Analytics, e-Commerce, on-premise and hosted Cloud-based solutions. Additional focus on Identity Management and fraud detection products during Q3 and Q4 of 2015)
- Closed IBM Cognos BI Software and TM1 Software (\$460,000.00 through 11/2015)
- Identity management and fraud prevention software (\$125,000.00 in last 6 months of 2015.)
- Increased territory revenue from \$800,000.00 to \$1.4 million through 11/2015)

Boardwalktech, Inc., Palo Alto, CA (SaaS – Supply Chain)

10/2009 – 8/2012

- Regional Sales Director. Opened the Chicago-Midwest territory for startup Cloud technology firm
- Closed Boardwalktech's first Fortune 100 Company (Kraft: POC for \$100,000.00)
- Sold agreements with 3M (\$80,000.00 POC), Whirlpool (\$75,000.00 POC) and Rockwell Automation (POC \$75,000.00; project \$600,000.00.)
- Built a \$2.3 million pipeline from scratch with no marketing budget.

Exact Software, Chicago, IL (Business Analytics Software) 05/2004 – 1/2009

- Territory Sales Manager targeting manufacturers throughout eastern and central U.S. and parts of Canada.
- Trained and mentored new sales personnel.
- 170% of quota in 2007; 200% in 2008

Software AG, Chicago, IL (Tamino XML Database) 06/2001 – 3/2004

- Regional Sales Manager, Midwest
- Closed Harley-Davidson, University of Chicago, West Publishing.
- Built pipeline of approximately \$2.5 million.

Sterling Commerce, Chicago, IL (EDI Van and Software) 03/1996 – 1/2001

- As Account Manager (farmer), grew territory from \$1.8 million to \$3.1 million over 18 months. Managed accounts such as Skil-Bosch, Nibco, Newell Corp, Masterlock and others.
- Promoted to Senior Account Executive (hunter) in 1999.
- Closed prestige accounts Chas Levy Distribution, Snap-On Tools, and Hub Group while also building a \$2.5 million pipeline from the ground up.

Previous to Software Sales: A ten-year career with BankAmerica Cheque Corp, a division of Bank of America. Started as Sales Rep, ended as Vice President, Division Sales Manager and various non-tech sales positions.

Education

- B.A. University of St. Francis, Joliet, IL
- M.A. Arizona State University, Tempe, AZ

Certifications

- IBM Business Intelligence
- Oracle Sales Champion
- Sterling EDI
- Avnet Solutions
- Solution Selling
- Sandler Sales Foundations
- Decker Sales Training

Miscellaneous

- Freelance blogger for tech companies (2012- 2018); over 100 tech-oriented blogs/articles published.
- Co-creator of iPhone app SQ8
- Self-taught on guitar and piano
- Reader of numerous continuous improvement and sales methodology books.