

Dan Popp

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Dynamic sales executive and servant leader with a powerful record of accomplishment and 30+ years' experience developing successful sales and sales teams in the technology and online retail industries. A "big picture" thinker who combines long-term vision and results with a defined path toward achievement, utilizing significant worldwide partnerships, strategic thinking, customer-focused selling techniques, open communications, demonstrated commitment, and respectful follow-through. Executive with global expertise who is passionate about leading high-performance, multicultural teams.

Specialties

Strategic thinking, executive leadership, non-profit Board Leadership, long-term planning, cross-team collaboration, customer & partner liaison, international enterprise business development and management, sales and marketing with complex negotiations, wireless communications, IT training and certification, online retailing, Public Sector K-12 and Higher Ed.

Q U A L I F I C A T I O N S

- Servant Leader, actively involved with local, state-wide and national community programs including youth sports and public schools.
 - West Region Representative – US Youth Soccer Board of Directors
 - President, Washington Youth Soccer Board of Directors
 - 14-Year Publicly-elected School Board Directors for Snoqualmie Valley School District, WA
 - Founder and President, Washington Youth Soccer Foundation Board of Directors
 - Board President of community Little League Board of Directors
 - Advisory Board Member - LifeVision
- Offer extensive, 30+ year experience in technology industry with international business development, complex sales, sales management, contract writing, marketing, promotions and customer service
- Successful multi-national account management in major/national account corporate sales
- 20+ year history as a Microsoft Partner, Consultant, Vendor and FTE. Broad Microsoft experience includes direct work in or support for Public Sector, OEM, Distribution, LAR/VAR, Entertainment and Devices, MS Learning Exchange, Server and Tools, Office and Platform/Developer Evangelism
- Accomplished in assessing industry trends and driven to developing competitive, yet profitable sales strategies and partnerships
- 25+ years' experience in staffing, training and managing outside sales/ inside Telesales/retail sales and marketing to above-quota performance
- Proficient in cross-group collaboration to facilitate sales growth and positive customer experiences
- Passionate about the satisfaction of and relationship with all partners and customers
- Dedicated to helping all associates surpass performance metrics reaching personal & professional goals
- Accomplished public speaker and presenter

E D U C A T I O N

- BA - Business Administration and Marketing, University of Washington

W O R K H I S T O R Y

T-Mobile US – Global Account Executive, Strategic Accounts ***1/13 – Present***
Wireless Communications and Services Provider

Responsible for IC business development for core, multi-national strategic accounts including Amazon, Microsoft, Starbucks, Costco Wholesale, Nike, Boeing and Expedia, among others. Consistently recognized as a company top-performer with 29 straight quarters of over-performance sales metrics and leadership. www.t-mobile.com/business

Microsoft Corp. – Area Sales Manager, North America, MS Learning/DPE ***9/06 – 10/12***
Information Technology Training and Certification – Sales and Marketing

6-year role managing channel development, telesales, field sales, marketing and Customer/Partner

Résumé of Dan Popp

Experience to and through all Microsoft Learning Competency Partners in US and Canada. Key stakeholder in development of IT Academy program in North America. Responsible for revenue, field marketing, program development, channel relations and integration/engagement with Microsoft field sales and marketing organizations. Since 2010, also gained responsibility as MSL's Area Academic Lead for Canada. Worked with Canada Public Sector team to drive above quota performance in IT Academy recruitment and revenue attainment as well as Certification achievements in Microsoft's "Next Generation" audiences – both K-12 and Higher Ed.

MarketStar Corporation - General Manager, Microsoft Programs 4/04 – 8/06
Integrated Marketing and Sales Service Provider

Managed business development, telesales team, telemarketing and operations for all Microsoft contracted programs. Responsibilities include development of new business opportunities, implementing and managing all operations for key, revenue-based, channel-focused telesales models. Developed international research and market analysis projects for various Microsoft product and program teams, including but not limited to: US Retail, US Distribution, WW OEM Marketing, US System Builder Sales, US Reseller Sales, Server & Tools and USPG. Responsible for program P&L and executive team engagement. www.marketstar.com

SYNNEX Information Technologies, Inc. /License Online, Inc. 12/98 – 04/03

Vice President and General Manager - License Online Division 5/02-04/03
Technology Software Distribution SYNNEX acquired License Online, Inc. in May 2002.

Directed the integration of the License Online systems, telesales and operations with SYNNEX. Responsibilities included developing new vendor partnerships, implementing, and managing all operations for online distribution and key agent-based models including piloting the Microsoft License Aggregator program. Oversaw rollout of technology platform usage by over 65,000 registered channel partners plus their end-users customers. Doubled program revenues in first three months after acquisition. Responsible for program P&L and executive team engagement. www.synnex.com

Vice President of Business and International Development - License Online, Inc. 7/99 – 5/02
Online Software Distribution and ASP Hosted Services

Created Major Account program. Staffed, trained and managed outside Major Account team and implemented a strategy for acquiring end-user customers for technology sales and ASP services via complex technology platforms. Developed Academic Sales Strategy, and secured Microsoft AER status for CASA Licensing sales execution. Worked closely with Microsoft Global SI Partners, Large Account Resellers (LARs) and Retailers including partners such as Insight, CDW, IBM Global Services, PC Mall, PC Connections, TigerDirect, Office Depot, Staples, CompUSA, Amazon.com and Buy.com. Responsibilities included developing, managing relationships with and securing MDF from key software vendor partners including Microsoft and Symantec. Phase II of these reseller partnerships included XML integration of eCommerce platforms. Grew License Online channel partner base from 10,000 to over 44,000. Developed international joint venture projects with partners in Latin America, Pan-Europe and Japan.

Director of Sales - License Online, Inc. 12/98 – 6/99
Online Software Distribution and ASP Hosted Services

Staffed, trained and managed B2B inside telesales force and customer service group. Responsible for product management and P&L. Developed creative incentive and motivational plans for sales force. Grew Value-Added Partner (VAP) channel customer base from less than 600 to over 10,000 in first year.

NetWireless - General Manager 12/97 – 12/98
Wireless Communications Reseller

Launched and managed Pacific Northwest Region (PNW) for Nextel (Sprint) Communications' largest national distributor partner. Responsibilities included securing office space, staffing office personnel & inside telesales and outside sales force, product & inventory management and P&L. Trained and managed team of office staff, sales managers and account executives. Developed creative incentive and motivational plans for sales force. Earned award as the largest Nextel dealer in our category in PNW region with over 300 business customers in the PNW in first year.

Nextel (Sprint) Communications - National Account Executive

7/94 – 12/97

Wireless Communications Operator

Responsible for account development and sales into major/national accounts in W. WA and nationally. Lead Pacific Northwest regional sales team in gross unit growth and revenue per unit every year. Also assisted in direction of sales force through development and management of regional advisory Power Board. Customers included Microsoft, Starbucks, Eddie Bauer and other leading PNW companies. Multi-year President's Club Award winner

Group Health Cooperative (GHC) - National Account Manager

3/90 – 7/94

Corporate Health Promotions

Successfully developed national account partnerships with, among others, Sears, McDonald's, GTE and Aetna for corporate health promotion programs. Developed and fostered successful joint partnerships between non-profit GHC and national pharmaceutical and HMO organizations.

Feeling Fine Programs/American Medical Assoc. - Regional Director

9/88 – 3/90

Public Health Promotions

Developed, staffed and coordinated sales and operations in Pacific NW regional activity for the American Medical Association's national cholesterol education program. Program included public health screenings for over 50,000 people in 6-month period.

Up With People - Promotion Manager

7/80 – 7/85

International Educational/Exchange Program

Scheduled tour, staffed and coordinated program, promotions, sales and operations in WW educational program for hundreds of International Students. www.UpWithPeople.org

I N T E R E S T S & A C T I V I T I E S

- Multi-Lingual: Fluent in Spanish. Conversational in French and Italian.
- Enjoy soccer, travel, adventure motorcycling, photography, skiing, golf and family activities.