

Major Account Executive

Eloquent, Inc.

San Mateo, CA

08/97-01/00

- Responsible for selling multimedia training software to named accounts in a specific territory within the Bay Area.
- Consistently met quota of over \$1M/year in sales during my tenure.
- Attained President's Club status from 1997-1999.
- Awarded MVP status in 1/99 for sales and quota attainment during 1998.

Account Executive

Netmanage, Inc.

Cupertino, CA

02/94-04/97

- Responsible for sales of TCP/IP software to a named territory.
- Consistently met monthly quota.
- Attained President's Club status from 1994-1996.

Account Executive

Unix Central

Sunnyvale, CA

01/92-01/94

- Responsible for phone sales of Unix-based desktop software to named territory in the Southeast U. S.
- Consistently attained monthly quota.
- Team Leader for Southeast U.S. overseeing sales of two representatives.

Licensure:

Eligible for NCLEX in July 2007

Certifications:

CPR expires August 2008

BLS Certification

Phi Theta Kappa member

Volunteer Activities:

PTA Secretary, Springer School, Los Altos School District, 2007-2008

Health and Blood Pressure Screening, El Camino Hospital, September, 2006

Girl Scout approved volunteer, 2006-2007