

**BRYANT S. BURNS**  
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**OBJECTIVE:** To integrate a unique skill set and track record of accomplishment across a wide range of disciplines including business development, channel integration, technical marketing, direct sales, and entrepreneurship.

**QUALIFICATIONS:**

Energized, focused, and goal driven technology expert, who quickly identifies and takes ownership of the critical success factors that enable a company to accelerate growth.

**EXPERIENCE:**

1999 – Present Business Development Consultant-E-VIEWS Safety Systems:  
Successfully identified and qualified several multi-million dollar investor opportunities while driving strategic initiatives to fully leverage a 6M equipment authorization in Harris County.

Behavioral Management Consultant-Accord Management Systems:  
Responsible for personality testing, selection tool implementation, retention and succession leadership 360 planning to put “the right people in the right seats on the bus”.

Director, Business Development, Managed IT Services-CPI: Responsible for strategic initiatives and overall branding of NOC value proposition to achieve growth targets.

Creator – Nicbrijendan Enterprises – Ann’s Sea and Ski, “cloud based” vacation rentals; Cal City Properties, “web-based” multi-unit property management; Nicbrijendan Capital Management, “speed-up” consulting to the intelligent transportation sector.

1995-1999 Channel Integrator, Western Region – Hallmark Computer Products/Avnet Electronics: \$20M recruiter/producer for IBM RS/ 6000, SP2 Systems, AS/400’s, Tivoli, and Lotus notes exceeding quota each year and qualifying for President’s Club.

**EDUCATION:**

University of New Hampshire / San Diego State Exchange-BS  
Rivier College, Nashua NH – MBA

## ACCOMPLISHMENTS:

2014-Present

### **Structural Diagnostics Inc SDI**

- Trusted Advisor to iconic Founder-President providing proprietary services to the leading manufacturer of non-destructive ultrasonic inspection systems
- Delivered marketing and sales plans and processes to support 5M revenue growth in FY16
- Consulting at SDI Talon Group in Los Angeles, Phoenix, and Indianapolis to support 3M revenue growth
- Drove CRM evaluation, demonstrations, and selection
- Created 2M incremental sales plan to drive ultrasonic inspection systems for advanced materials and composites applications in Aerospace & Defense sectors DOD, NASA

2013 – Present

### **E-VIEWS Safety Systems, Inc.**

- Developed opportunity pipeline for 25M top line sales growth in Southern California, Texas and Florida
- Drove strategy to integrate live streaming with smart wireless preemption system
- Identified and qualified multiple accredited investors for 1M bridge loan and 5 – 10M working capital

1999 - 2013

### **Nicbrijendan Enterprises**

- Created Cal-City Properties, Ann's Sea & Ski & Nicbrijendan Capital Management
- Built 2M technology and 15M Real Estate portfolio
- Largest outside shareholder, Enterprise Informatics - EINF, driving 100 per share in distributions

1993- 1999

### **Avnet Inc. - Hallmark Computer Products**

- Built 10M in business partners for HP 9000 series
- Closed HW Electronics- JPL- Caltech X33 Challenger Supplier Agreement
- Contract for 300 RS/6000's worth 5M
- Excalibur winner to Hawaii '97 – '99
- Built 20M in sales for IBM RS6000 and middleware business
- Successfully sold several 1M + systems to Warner Brothers, Pinkerton and Union Bank

## ACCOMPLISHMENTS:

1988 – 1993

### **Hewlett Packard - Apollo Computer**

- Territory manager engineering systems
- Top Sales Rep generating 10M in sales '90 – '92
- 1<sup>st</sup> DN10000 super computer sold to military - NWC
- Successfully penetrated DOD across SoCal territory; Edwards AFB, Vandenberg, Pacific Missile, Naval Ships weapons system engineering station NSWSES and Naval Civil Engineering Labs NCEL
- Closed 2M strategic deal at SBRC in Goleta for 9000 series 700s replacing DEC
- Closed major deal at Caltrans District 6 @ Cal Poly to monitor traffic lights at So Cal freeway ramps

1986 – 1988

### **Japan Digital Laboratories (JDL)**

- Territory Manager 200% of quota  
Drove technical collaboration to redesign 24 PIN printerhead for “C” size output

1984- 1986

### **CalComp**

- Promoted and relocated from New England
- Completed six month professional selling skills – PSS2
- Top sales rep 150, 165, 180% of quota

1981 – 1984

### **Sanders Associates**

- Electronic Warfare Market Researcher/Planner
- Created five year “Gold Book”
- Created EW capabilities brochure
- Created Falklands & Bacca Valley Conflict Chronologies
- Represented company at Navy League, Air Force Association, & Old Crows symposiums