

Bryant Burns

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Objective

To combine a solution based sales methodology with proven strategic selling skills and a track record of sales accomplishment across a wide range of disciplines including business development, direct sales, channel integration, digital marketing, and entrepreneurship for the purpose of exceeding sales while maximizing gross margins.

Education

University of New Hampshire / San Diego State Exchange-BS
Rivier College-MBA

Qualifications

- Energized, focused, and goal driven sales professional/champion, who quickly identifies and takes ownership of the critical sales success factors (CSSFs) that enable exceptional results.

SALES

- On the Design tab of the ribbon, check out the Themes, Colors, and Fonts galleries to get a custom look with just a click.
- Looking for a matching cover letter? All you had to do was ask! On the Insert tab, select Cover Page.

COMMUNICATION

- You delivered that big presentation to rave reviews. Don't be shy about it now! This is the place to show how well you work and play with others.

LEADERSHIP

- Are you president of your fraternity, head of the condo board, or a team lead for your favorite charity? You're a natural leader—tell it like it is!

Experience

- 1999 – Present

Director-Strategic Opportunities-Structural Diagnostics: Created a 2M composites opportunity pipeline and sales funnel for the leader in ultra-sonic inspection systems focused on Aerospace, Defense, & Commercial Space.

- **Director-Business Development-E-Views Safety Systems:** Successfully closed 6M authorization for an emergency vehicle early warning system at Harris County, 3rd biggest in USA.

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- **Behavioral Management Consultant-Accord Management Systems:** Developed 1M pipeline for the leader in personality surveys, selection and retention tools, and succession leadership.

- **Director, Business Development, Managed IT Services-Computer Products, Inc.:** Responsible for strategic initiatives and overall branding of network operations center (NOC) to achieve 5M growth targets.

- **Channel Integrator, Western Region – Avnet, Inc.:** \$20M recruiter/ “top producer” for IBM RS/ 6000, SP2 Systems, AS/400's, Tivoli, and Lotus notes qualifying for President's Club four years in a row.

Accomplishments

2014-Present

Structural Diagnostics Inc. SDI

- Trusted Advisor to iconic Founder-President developing a 5M pipeline to the leading manufacturer of non-destructive ultrasonic inspection systems.
- Delivered marketing and sales plans and processes to support 5M revenue growth in FY16
- Sales consulting at SDI Talon Group in Los Angeles, Phoenix, and Indianapolis to support 3M revenue growth.

Accomplishments (Contd.)

2014-Present

Structural Diagnostics Inc. SDI

- Drove CRM evaluation, demonstrations, and selection
- Created 2M incremental sales plan to drive ultrasonic equipment sales for advanced materials and composites applications in Aerospace & Defense sectors DOD, NASA.

2013 – Present

E-Views Safety Systems, Inc.

- Developed opportunity pipeline for 5M top line sales growth in Southern California, Texas and Florida
- Closed 6M preemption deal at Harris County Texas 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
- Amassed 2M technology stock portfolio
- Built 15M real estate portfolio
- Enterprise Informatics EINF - Largest outside shareholder/activist, 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.

1988 – 1993

Hewlett Packard - Apollo Computer

- Territory manager engineering systems
- Top Sales Rep generating 10M in sales '90 – '92
- Sold 1st DN10000 super computer 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 Cal Poly to optimize traffic flow on So Cal freeway ramps

1986 – 1988

Japan Digital Laboratories (JDL)

- Territory Manager 200% of quota

1984- 1986

CalComp

- Completed six months professional selling skills – PSS2
- Top sales rep consecutive quarters 150, 165, 180% of quota

1981 – 1984

Sanders Associates

- Electronic Warfare EW Market Researcher/Planner
- Created five-year plan
- Created EW Division capabilities brochure
- Created Falklands & Bacca Valley EW situation analysis
- Exclusively represented company at Navy League, Air Force Association, & Old Crows symposiums

