

Rod Hamilton

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Overview of Qualifications

- ☑ Accomplished professional with over 15 years of experience in selling and delivering complex communications technology solutions for government and healthcare customers.
- ☑ Expert at all aspects of growing market share and revenue.
- ☑ Experienced in marketing management, project administration, and customer service.
- ☑ Effective at human resources, and workflow efficiency and process improvement tools.
- ☑ Versatile and proactive problem solver with excellent interpersonal skills.
- ☑ Highly adaptable to ever changing circumstances within a fast-paced and demanding environment.

PROFESSIONAL EXPERIENCE

Spok, Inc., Scranton, PA

Managing Director Government Sales • Jan 2011 – Present

- Drive software new logo sales growth in the Federal/VA/DoD as well as State and local government markets.
- Work with a team of 7 Sales Directors covering multiple disciplines including healthcare, Enhanced 911, public safety, and emergency notification markets.

Spok, Inc., Scranton, PA

Federal Sales Director • Nov 2010 – Present

- Built revenues \$9+ million for Government sales in 2014 (a new sales record in company history).
- Increased revenue numbers for Federal from \$440K in 2010 to over \$2 million in 2013.
- Drive the sale of Spok's JITC certified software solutions across the Air Force, Navy and Marine Corps in addition to Civilian Federal.
- Prospect new business and work with government contracting partners to deliver communications based solutions in Emergency services and Healthcare environments.

USA Mobility, Scranton, PA

Technical Sales Specialist • Jun 2007 – Dec 2010

- Oversaw the pipeline of 2 advanced solutions sales representatives while providing pricing and solution configuration with complete customer interaction.
- Assisted in day to day functions, including new product rollouts, key account management, customer relationship development, contract negotiations, and order fulfillment.
- Provide cross functional team training, coaching, and mentoring.
- Work directly with the network of district sales managers and marketing associates located throughout the U.S.

Novastar Mortgage, Inc., Scranton, PA

Account Executive • Jun 2003 – Jun 2007

- Managed a sales territory that included Baltimore Metropolitan Area (DC, NO/VA) for B2B sales.
- Developed lending relationships with executives, mortgage brokers, bankers, and lenders.
- Worked daily on maintaining an active mortgage broker base of 40 to 50 active customers.
- Trained mortgage bankers and brokers on web-based software and loan underwriting tools.
- Held seminars and trainings with customers on loan programs and underwriting guidelines.
- Exceeded monthly volume and unit goals through sales management and training (average monthly volume during 2005 was \$3.5M in area where average loan size was \$180,000).
- Ranked in the top 20 % of all sales people in the company with over 270 sales representatives consistently exceeding volume and unit goals with an average pipeline of 45+ loans per month.
- Recognized Top Achiever Nationwide for Novastar.

Equibanc, Scranton, PA

Account Executive • 2006 – 2007

- Managed a sales territory that included the entire Baltimore Metropolitan Area (DC, NO/VA) for Business-to-Business sales.
- Developed lending relationships with executives, mortgage brokers, bankers, and lenders.
- Exceeded quota by 125%; ranked as a top 10% in company.

Metrocall, Inc., Scranton, PA

Regional System Sales Specialist • Jan 1998 – Jun 2003

- Managed a territory, which included the entire Mid-Atlantic region and NY.
- Coordinated marketing efforts of enterprise wireless communication systems to the hospital, government, hospitality, and manufacturing vertical markets.
- Provided solution development for the customer's entire wireless information and data flow.
- Sold capital equipment and/or software ranging in price points from \$20,000 to over \$1M.
- Managed the project installation of major wireless systems at the customer's location.
- Coordinated 5 employees maintaining timetables, training, and post installation follow-up.
- Maintained, grew, and supported a large installed systems solution customer base while securing revenue streams of over \$10M per year in recurring revenue.
- Winner of National Achievement Award for attaining 156% of yearly quota for 1999 and 2000.

OTHER EXPERIENCE

Pitney Bowes, Inc., Scranton, PA

Account Executive • Jan 1997 – Jan 1998

Interface, Inc., Scranton, PA

Sales Manager • Jan 1992 – Jan 1997

PROJECTS

Marine Corps CERS • Dec 2012 – Present

- Providing E911 and PSAP to all of the Marine Corps Bases both CONUS and OCONUS.

EDUCATION

Pennsylvania State University, State College, PA

Bachelor of Arts Degree, Economics/Finance

Jeffers Community College

Associate of Arts, Business

Jeffers Community College

Associate of Arts, Business

MEMBERSHIPS & AFFILIATIONS

Armed Forces Communications and Electronics Association (AFCEA) Member

National Employment Network Association (NENA) Member

OTHER SKILLS & PROFICIENCIES

- Customer Relationships Management
- Account Management
- Contract Negotiation
- New Business Development
- Proposal Writing
- Enterprise Technology Sales
- Unified Communications Sales
- Salesforce.com
- Cloud Computing
- Enterprise Software
- VoIP
- Cross-Functional Team Leadership
- Strategic Partnerships
- Product Development
- Product Management
- Lead Generation