

DARREN J. WILLIGER

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TENACIOUSLY CREATIVE IT SALES MAKER

Sales Leadership • New Media Strategies • Business Growth Solutions

Proven success record selling solutions to global businesses. Demonstrated sales leadership and management skills. Confident working under pressure to produce results. Innovative strategic sales solutions to enhance client experience, while driving revenue and margin. Earned Dell awards for sales, team building and customer service.

\$25 MILLION OVERACHIEVED ANNUALLY IN SALES REVENUE @ 26% PROFIT.

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| <input type="checkbox"/> C-Level Sales Negotiation | <input type="checkbox"/> Consultative & Solutions Selling | <input type="checkbox"/> Accustomed to virtual workplace |
| <input type="checkbox"/> Channel & Pipeline Growth | <input type="checkbox"/> Ability to speak at multiple levels | <input type="checkbox"/> Account Management & Retention |
| <input type="checkbox"/> Strategic Partners/Alliances | <input type="checkbox"/> Large Sales Territory Management | <input type="checkbox"/> Strategic Team Building Initiatives |
| <input type="checkbox"/> Incredible Resource Network | <input type="checkbox"/> Account Acquisition & Development | <input type="checkbox"/> Creative customer service solutions |
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CAREER HIGHLIGHTS AND ACCOMPLISHMENTS

- Dell first Enterprise Account Executive; Sales/Tech for Dell's Preferred Corporate Accounts division.
 - Met and participated in account strategy sessions with Dell's CEO Kevin Rollins & VP Bill Rodrigues.
 - Converted companies from competitive platforms to Dell's enterprise through collaborative influence.
 - Created and managed Regillo Consulting Group - leading employees and partners for over 14 years.
 - Worked in 5 countries in one week evaluating multiple SAP ERP implementations at different plants.
 - Motivated and directed teams of network administrators at North American manufacturing locations.
 - Protégé under David Stacey, Alcan Vice President of Sales as part of Alcan's mentorship program.
 - Involved with micro computers since inception, raised with a strong work ethic and sales mentality.
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RECENT ACTIVITIES

During this career segue I have enhanced my skills, both professionally and personally with social network groups and continue speaking professionally; with Toastmasters, Zanies and Second City. I have increased businesses sales and communications by utilizing my knowledge of media marketing and translation of traditional business.

PROFESSIONAL EXPERIENCE

Dell, Inc. 2005–2008



Global Account Manager - 2007-2008 – Account Executive IV

- Hybrid role in Dell's Corporate Accounts division as acquisition & development AE, focusing on new business development and improved all customer retention rates.
- Drove revenue growth and profitability acting as client's trusted technical advisor.
- Earned several millions in sales from Marmon Group, Hewitt Associates, Grant Thornton, TransUnion, Federal Signal, Harris/BMO, PACTIV and SOLO Cup.
- Managed remote (Memphis) ServiceMaster account through bi-weekly visits and weekly conference calls.
- First Dell Account Executive to penetrate enterprise conversion with many large privately held companies.
- Transitioned multiple lines of business to Dell with several publically traded companies throughout Illinois.
- Met and strategized with Bill Rodrigues about key global accounts and brought on-site for CXO meetings.
- Led physical and virtual team through creative use of technology and incentive based motivation systems.



Dell Enterprise Account Executive - 2005-2007 – Account Executive III

- Hybrid enterprise sales role handling key accounts in geographically diverse territory encompassing Illinois, Ohio, Kentucky Michigan, Texas and New York.
- Successfully converted disgruntled acquisition accounts into buying customers.
- Increased margin in development and retention accounts quarter after quarter.
- Chosen to participate in sales strategy sessions with Dell's CEO Kevin Rollins.
- Created fresh sales tools and customer enhancement techniques recognized by senior management and adapted throughout the corporate sales organization.
- Earned Dell Sales 100% Club and Team Player Awards throughout career.



Regillo Consulting Group 1991-2005 Owner/Founder, Networking, Sales

- Established computer consultation and service business in Chicago, IL.
- Directed a diverse staff of business and network security professionals.
- Nurtured client relationships and managed projects to achieve objectives.
- Regionally interviewed in Chicago Tribune and Sun Times newspapers.
- Created business continuity plans for Regillo and as a client service.
- Designed and implemented streamlined business communications.
- Provided managed security, network, email and storage solutions.

Sample of Client Projects

Infrastructure Design, Exchange Server Migration, Server Migration, Active Directory Implementation, Disaster Recovery, Consultation, Security Auditing, Systems Support, Email Systems, Business Continuity Planning, Network Troubleshooting, Maintenance, Network Design, Server Implementation, Installation & Support.



Alcan Packaging 2001-2003 after 10 years of IT consulting a position was created:

Team Leader for Security and Disaster Recovery; IT Manager, North America

IT Management

- Managed North American Security and Disaster Recovery Team overseeing IT.
- Coordinated with other Global leaders to efficiently plan and audit total security.
- Discovered multimillions in savings after streamlining networking infrastructure.
- Worked directly with Microsoft on Active Directory design and implementation.
- Recommended and approved Multimillion dollar North American IT budgets.

Security

- Liaised with Global IT group to shape security standards. Produced global policies and procedures.
- Performed security and infrastructure assessment for company with thousands of global employees.
- Led project team in design and implementation of security and telecommunications usage policies.
- Implemented SecureID and logical security standards at Alcan Packaging North America sites.

Implementations & Support

- Negotiated vendor relationships to regain competitive buying power after new company acquisitions. Implemented and maintained remote access solutions for the sales managers and executive team.
- Participated in global ERP analysis project through North America and Europe for SAP planning.

EDUCATION & INTERESTS

- Southern Illinois University Carbondale '91
Pursuing degree in Business Management
- Microsoft Certified Systems Engineer
- Microsoft Certified Systems Administrator

Interests include family and friends, cycling, guitar, meditation, winemaking, travel, networking and health. I enjoy performing standup and improv comedy. I'm a recognized thought leader in Chicago's social networking scene.