

blf@brianlfontenot.com
Home: (512) 861-5368
Cell: (713) 298-9095
brianlfontenot.com
Austin, TX

BRIAN L. FONTENOT

Experienced Sales Executive, with strong technical acumen in cloud, digital, hardware, software, and emerging technology, great problem solving and critical thinking skills, and amazing at relationship development and negotiation with clients.

JOB-RELATED AND TECHNICAL SKILLS

Solution Based Sales
Technical Sales (SaaS, IaaS, Daas)
Cloud Sales
Account Management and Forecast
Channel Partner Management
Relationship Development and Influence
Problem Solving
Critical Thinking
Public Speaking and Presenting
Cross-Functional Teams
Good Communicator
(Oral-Written-Technological)
Change Management

EDUCATION

The University of Texas at Austin

May 2012

B.A. In Economics

*Minor Programs: Business Management
and Computer Science*

PROFESSIONAL EXPERIENCE

Apple, Inc.

Enterprise Systems Engineer

Austin, TX October 2017-Present

- During FY18, grew YoY revenue by 30% across North East Accounts during 1H, finding additional \$4 million in revenue
- During Q3 FY18, grew revenue by 70% across North East Accounts, finding additional \$8 million in revenue
- Selling SaaS solutions for device automation to C-Level executives at Fortune 1,000 companies

Higher Education Growth Account Executive

Austin, TX October 2015 - October 2017

- FY17 Top 5% in Sales Attainment, with +\$34 million product/software sales
- FY16 National Account Executive of the Year, West Higher Education Account Executive of the Year with #1 sales ranking nationally, with +\$31 Million in product/software sales, exceeding quota by \$11 million
- In hunter Account Executive sales role, growing sales performance across 2,000 developmental sales accounts across 23 states in West US
- Pioneered Higher Education Channel Sales model, becoming Channel Account Manager with CDW and SHI to grow Apple Sales in territory during FY17

Higher Education Inside Account Executive

Austin, TX November 2012 - October 2015

- In relationship inside sales role, growing sales performance across 120 HiEd institutions within Kansas, Missouri, and Nebraska with Field AE and SE
- Account team exceeded quota in FY14 and lead overall sales growth in FY13 Q1, Q2, FY 14 Q2, Q3, Q4, and FY 15 Q1, Q2 with \$28 million annual sales
- Managed inventory and executing marketing plans to lead nine on-campus stores to QoQ and YoY sales growth FY13, FY14, FY15

Apple Online Store Mac Expert

Austin, TX August 2012 - November 2012

- #1 sales professional, closing over \$500K in business in two months

Retail Specialist

Austin, TX October 2011 - August 2012

- Top 20 in retail sales performance, closing over \$250 in quarterly sales
- Grew store retail business sales over 20% YoY during six-week rotation
- Trained new store employees on Apple sales culture

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BLF Foundation

Austin, TX July 2016 - Present

CEO/Founder

- Provide annual scholarships to local Austin University of Texas, Huston Til-
lotson University, and Austin Community College students
- Provided back over \$90,000 in scholarships, mentorship, and awards over
two years
- Developed and administer Developing Future Leaders student mentoring
program, providing 12 months of dedicated professional and workforce devel-
opment mentoring to over 50+ students annually
- Partner with Google, Indeed, State Farm, BBVA Compass, City of Austin Eq-
uity Office, IBM, Oracle, and other companies to provide internships and career
opportunities through mentorship sessions for the scholarship recipients.
- Austin Innovation 50 on Fire Award Winner for 2018
- Successfully accomplished 100% retention and graduation rate of students
along with 100% career placement of students within three months of gradua-
tion.

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REFERENCES

Mr. Virgil Rucker

Enterprise Account Manager at Ricoh
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Dr. Leonard Moore

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Engagement at UT Austin*
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Former University of Texas
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AFFILIATIONS

Professional Career Training Institute

Austin, TX October 2016 -Present
Advisory Board

Apple African American Employee Association - Austin

Austin, TX April 2015 -Present
Co-Chair Emeritus/Advisor

Austin Urban Technology Movement

Austin, TX July 2016 - May 2017
Chair

Alpha Phi Alpha Fraternity, Inc.

Austin, TX April 2013 -August 2015
Historian, Webmaster, Marketing Director

CERTIFICATIONS AND HONORS

- 2018 Austin Kappa Education Leadership Foundation
Community Service Award 2018
- Austin 40 under 40 Nonprofit Nominee 2018
- JAMF 200 Certification
- Austin Innovation 50 on Fire Award 2017
- 2017 Honoree Achievements in Black Austin Historical Reference Guide, Vl. 1
- 2017 Austin Business Journal Top 25 Ethnic/Minority Owned Business
- 2017 Austin Business Journal Top 25 Largest Website Developer
- FY16 National Inside Account Executive of the Year, West Higher Education
Account Executive of the Year with #1 sales ranking nationally
- Apple Certified Associate: Mac Integration 10.10
- Most Knowledgeable Award - Apple, Inc. Retail
- Apple Certified Associate: Mac Integration Basics 10.10
- Who's Who Among Executives and Business Professionals
- Apple Sales Product Professional Certification
- Top Secret Security Level Clearance – US Government
- Grant Writing Certification
- Eagle Scout