

**STEVEN F. MONTI**  
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**Summary** Eighteen years of experience in the sales and marketing of EAI Software, Host Access Software, middleware, personal computers, peripherals, multi-user Unix based systems, network systems to the corporate and reseller channel.

## **Professional Experience**

**June, 2004 to Present SOFTWARE SPECTRUM** Dallas, Texas

Senior Account Executive

Software Spectrum is the worldwide leader in the resale of Microsoft and IBM software products. My responsibilities include global account management for Hercules, Inc. and Rhodia, Inc. I manage software license assets for the local Fortune 500 community in Philadelphia metro for vendors such as Microsoft, IBM, Symantec, Adobe, Citrix, Borland, Oracle, Sybase, Computer Associates, etc.

This position is an interim step, as I feel that my skills are better suited for direct solution sales to the "C" level corporate community.

**2001 to April, 2004 ATTACHMATE CORP.** Bellevue, WA

Senior Account Executive

Responsibilities include direct selling of Web Services consisting of enterprise host access, host integration and host presentation software and consulting solutions to "C" level contacts in Fortune 500 companies in the entire state of New Jersey and Eastern Pennsylvania. Some of these companies are (in NJ) ADT Security, AT&T, CIT Group, Commerce Bank, Dow Jones, Johnson & Johnson, Liz Claiborne, Mercedes Benz, Merck & Co., and Sony Electronics. In PA: ACE INA, Comcast, Glaxo SmithKline, Independence Blue Cross, PECO Energy and QVC. More than 50% of my time is spent in developing new account opportunities.

- 2003 revenue of 1.9M, 81% of quota
- 2002 revenue in excess of 2.75M, 98% of quota.

**2000 to 2001 MERCATOR SOFTWARE, INC.** Wilton, CT

District Sales Manager

Mercator is a leader in the integration of electronic information throughout any business enterprise and with the applications of its customers and partners while leveraging current technology investments. My responsibilities include direct marketing of our software suite to senior level IT executives at fortune 500 companies in Eastern PA.

- Responsible for establishing business relationships and for closing high end enterprise software sales and solutions to such companies such as Air Products, Rohm & Haas, QVC, Cigna, ACE INA, Comcast, Sun Oil, Glaxo SmithKline, Wyeth labs, etc.
- 2001 revenue of 1.8M, 94% of quota.

**1998 to 2000**

**ATTACHMATE CORP.**

Bellevue, WA

Senior Account Manager

Responsibilities include the direct marketing of Web-to-Enterprise Solutions to Fortune 500 accounts in Eastern Pennsylvania. These solutions include: Thick Client and Thin Client Viewer applications for Host Access, Host Session Services, Desktop Management Solutions, Development Solutions, etc.

- Responsible for the sale of Consulting Services and software tools involving Web to Enterprise Business solutions and Distributed Desktop Management solutions.
- Relationships have been established with high level MIS and purchasing executives in accounts such as: Air Products, Capital Blue Cross, Decision One, Fleet Credit Card, Mack Truck, PECO Energy, Penn Mutual, PMA Insurance Group, QVC, Rohm & Haas, Smithkline Beecham, Sovereign Bank, Vanguard Group, Wyeth-Ayerst, etc.
- 2000 year to date 146% of a \$3M quota.
- 1999 revenue in excess of \$3M, 100% of quota.
- 1998 revenue in excess of 2.75M, 109% of quota.

**1994 to 1998**

**ZENITH DATA SYSTEMS, INC.**

Buffalo Grove, IL

Senior Account Manager

Responsible for establishing a reseller base in the New Jersey, Pennsylvania, and Delaware. Once this base was developed my emphasis shifted to major account sales throughout the territory. My product emphasis was on file servers as well as wireless mobile technology running from a Windows NT file server.

**1991 - 1994**

**AST RESEARCH, INC.**

Irvine, CA

Territory Manager

Responsible for computer, laptop and server sales to resellers and corporate account development in the New Jersey, Pennsylvania, and Delaware area.

**1988 - 1991**

**NEC TECHNOLOGIES, INC.**

Exton, PA

Senior Account Executive

Responsible for computer, laptop, printer, multi-user and graphics sales to resellers and fortune 500 companies in the greater Philadelphia area. Consistently exceeded sales quota throughout this term.

**1986 - 1988**

**MICROAMERICA (Merisel)**

Chantilly, VA

District Sales Manager

Directly responsible for all hardware sales activity to resellers in the greater Philadelphia, Southern New Jersey and Delaware areas. Sold PC's, networks, multi-user systems, software and peripherals to an extensive dealer base.

**Education**

Fairleigh Dickinson University, Madison, New Jersey. Bachelor of Science Degree in Biology. Business courses and various Sales and Sales Management courses. Siebel Target Account Selling.