

TAMI L. STAINFIELD

Presidential Candidate 2012

No Party Independent

SUMMARY OF QUALIFICATIONS

- Twenty years of enterprise information technology selling experience, focused on a strategic and consultative approach targeting major regional and international corporations.
- Strong cross industry / market experience including: financial, manufacturing, healthcare, IT software and hardware, education, government and marketing.
- Recognized sales leader, high performer and contributor to corporate sales goals and business objectives.
- Solid record of fast track management responsibilities with the demonstrated ability to make significant accomplishments. High levels of acute logic and reason; with inductive and deductive abilities.
- Excellent communication, analytical, negotiation, managerial and interpersonal skills. Able to excel in a fast paced environment and coordinate diverse tasks simultaneously.
- Spent seven years living and traveling in Southern Africa, providing me with the opportunity to learn and embrace the diverse people, cultures and landscapes throughout Southern Africa.

EXPERIENCE:

Jan 2006 to June 2009 Attended University of Witwatersrand, Political Science: Masters in Development
Johannesburg, South Africa

March 2003 to Jan 2006 **LARAGH SKILLS (SmartForce)**
Strategic Sales Account Executive, Cape Town, South Africa
Retained to assist with consultation or training on large enterprise deals.

March 1998 to Feb 2003 **SMARTFORCE (CBT Systems)**
Global Account Manager, San Francisco, California
Responsible for managing the overall worldwide account management responsibilities for a defined list of strategic accounts. Specifically:

- Sell and market complex enterprise learning solutions, including platform (technology), software, and services.
- Create and market solutions to clients by positioning business results, such as increasing revenues, maximizing efficiencies and reducing costs through the utilization of SmartForce's offerings.
- Direct management responsibilities for a sales team.
- Focus on driving engagements that value one million dollars or greater.
- Coordinate and manage sales plans for remote sales and support personnel.
- Manage diverse sales team, consisting of Project Managers, Engineers, Programmers, Analysts and Outside Vendors.
- Responsible for ensuring ongoing sales relationship to ensure future renewals and upgrades.
- Extensive experience with Global / Major Accounts – Hewlett Packard, Lucent, Microsoft, Novell, Oracle, Safeway, Seagate, Solectron, Yahoo, etc.
- Additional Areas: Director Global Accounts 2002; Managed Competitive Information 1999.

Achievements

- Five Consistent Years of Sales Performance
- Unpublished however recognized as the #1 Global Account Manager in 2002
- Recognized as the "I" Award Winner 2000 "Chairman Award for Top Worldwide Performance and Attitude
- Northern American Field Sales Award Winner 2000
- Ten "Million Dollar Account Awards" Awards for Contracts Closed worth One Million Dollars or Greater
- Contributed over Twenty Five Million Dollars in Sales Revenue
- Contributed over Fifteen Million Dollars in New Account Business

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Nov 1996 to Feb 1998

SODEXHO (Marriott)

Sales Account Executive, Massachusetts and Northern New Jersey

Responsible for selling the companies contract management services to nursing homes and hospitals. Specifically:

- Market Company's healthcare services for managing hospitals facilities and food management departments.
- Responsible for selling the value in outsourcing employee benefits and services.
- Acted as the coordinator of the sales team, consisting of Project Managers, Engineers, Programmers, Analysts and Outside Vendors.
- Extensive experience with National Healthcare Account Affiliations; Columbia, VHA, Amerinet, Mercy, etc.

July 1993 to June 1996

JOHNSON CONTROLS

Sales Account Executive, System and Services Division, New Hampshire and Maine

Established the sales and marketing of Johnson Controls new Healthcare offering to Maine and Hew Hampshire Hospitals. Specifically:

- Market company's computer systems and services for reducing hospitals operating costs through implementing facility and operational improvements through a solution sales approach.
- Established long-term relationships through selling the value of partnerships and services agreements.
- Acted as the coordinator of the sales team, consisting of Project Managers, Engineers, Programmers, Analysts and Outside Vendors.
- Extensive experience with National Healthcare Account Affiliations; Columbia, VHA, Amerinet, Mercy, etc.

Achievements

- Achieved Sales Objectives
- Achieved Two Million Dollars in New Customer Sales in a New Business Focus
- Sold the first Three Healthcare Sales in the New England Territory
- Fast Track Success in a Market where I had no previous Industry Experience

Sept 1990 to June 1992

NATIONAL EDUCATION TRAINING GROUP

Sales Account Manager, Deltak Division, San Mateo, California

Responsible for the sales and marketing programs to improve employee performance at Fortune 500 companies in Northern California. Specifically:

- Market programs to provide training in the following areas: Advance Technologies, Personal Computing. Client/Server, Application Development, Operating Systems and Human Resources.
- Sales directed towards Executive Management
- Coordinate National Account Plans to facilitate sales to remote locations.

Achievements

- Exceeded Sales Objectives
- Close over Two Million in New Business Contracts

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June 1984 to Sept 1990

NCR CORPORATION

Sales Account Manager, NCR Data Services Division San Francisco, California
Accountable for the sales and marketing of Data Services throughout the Northern California region. Specifically:

- Market Company's Financial Data Processing Services to Savings & Loans Credit Unions and Financial Institutions.
- Develop and implement sales and marketing strategies.
- Negotiate contracts with senior management.
- Successfully sold contracts over \$ 500,000

Achievements

- Rookie of the Year 1998
- Achieved sales records for 1988 and 1989
- Signed two competitive accounts valued at over \$ 500,000

Customer Support Analyst. NCR Data Services Division, Glastonbury, Connecticut

- Assisted sales activities by providing on-site demonstrations during presentations
- Appointed to the team responsible for coordinating and opening a newly constructed data center.
- Promoted to develop the Micro Products Department for the new facility.
- Developed all operational procedures, training programs and marketing support activities.
- Conducted field installations and training for new and existing customer accounts.

Operations Analyst. NCR Data Services Division, Framingham, Massachusetts

- Initially hired as a Computer Operator in June 1984 while completing education.
- Assisted and coordinated the installation procedures.
- Installed and tested operational software and hardware.
- Acted and liaison between the customer support and programming staff.

EDUCATION:

Masters Development Studies, 2009 Wits University, Johannesburg South Africa
B.S Computer Science, 1985 Indiana State University; Honors: Athletic Scholarship (4years)

RESEARCH:

Why did the World Health Organization and UNAIDS endorse male circumcision as a **public health initiative** for HIV prevention in sub-Saharan Africa?