

## TAMI L. STAINFIELD

3256 Mexico Road  
Marion, KY 42064  
270 965-1898

### SUMMARY OF QUALIFICATIONS

- Excellent communication, analytical, negotiation, managerial, research and interpersonal skills. Able to excel in a fast-paced environment and coordinate diverse tasks simultaneously.
- 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 ability to make significant accomplishments utilizing the principles of logic and reason decision making.
- Lived in South Africa and traveled throughout Southern Africa for seven years, proving an opportunity to become educated and experienced with diverse tribal and business cultures.

### EXPERIENCE

March 2010 to April 2022

#### SELF EMPLOYED

Utilized my accumulative work, education and life experiences to establish a theory on equality within the framework of nations, groups and individuals. My efforts and interest were targeted in the psychology and sociology of man living in a society.

March 2003 to Feb 2010

#### INTERNATIONAL TRAVEL AND EDUCATION

Resided permanently in South Africa for seven years, during this time period I traveled extensively and obtained a Masters of Art in Development. The masters research topic was "Why did the World Health Organization (WHO) and Joint United Nations Programme on HIV/AIDS (UNAIDS) endorse male circumcision as a public health initiative for HIV prevention in sub-Saharan Africa?"

Achieved a Master's Degree in Development.

March 1998 to Feb 2003

#### SMARTFORCE

**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
- 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 energy conservation 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

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

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

- Promoted to develop and implement the Micro Product (Satellite Services) Department for a new datacenter facility in CT.
- Responsible for supporting, installing and training new and existing customers on the micro software applications which integrated with the mainframe hosted application. Micro Applications supported included: asset liability, fixed assets, general ledger, accounts payable, securities, loan closing and tracking, remote printing, Dos, WordStar, Lotus, and Harvard Graphics
- Assisted sales in presentations, demonstrations and marketing materials for prospective customers.
- Developed all operational procedures, training programs and marketing support activities.

### **Operations Analyst.** NCR Data Services Division, Framingham, Massachusetts and Glastonbury, Connecticut

- Responsible for installing and implementing the operations software and hardware into the new Glastonbury Data Center.
- Responsible for equipment and programs running efficiently in the computer room.
- Provided additions, modifications, and deletions to the communication poll codes for terminal interfacing with the mainframe hosting application.
- Coordinated and assisted with the installation and testing of software releases.
- Review cassette analysis reports for possible bad disc packs, disc drives and disc controllers; and discuss with field engineering appropriate corrective measures.
- Acted as a liaison between the customer support and programming staff.
- Worked with a team to establish a new Financial Data Center in Glastonbury CT this included site building preparation to implementing a fully hosted operational mainframe data center.

### **Computer Operator.** NCR Data Services Division, Framingham, Massachusetts

Responsible for performing the end of day procedures for the NCR Financial Data Processing Center. Performed the mainframe computer operations to produce the reports, fiche, statements and programs each online Financial Institution required daily. NCR Data Centers hosted approximately 850 financial institutions nationally in the 1980's.

### **Bank Teller.** Cheshire Savings and Loans, Keene, New Hampshire - Summer 1982 and 1983

Customer of NCR Financial Data Services in Framingham MA

## **EDUCATION**

### **B.S. Computer Science.** 1985 Indiana State University; Athletic Scholarship Field Hockey 4 years

**Masters of Arts in Development,** 2007-2009 University of the Witwatersrand; Masters Research Topic "Why did the World Health Organization (WHO) and Joint United Nations Programme on HIV/AIDS (UNAIDS) endorse male circumcision as a public health initiative for HIV prevention in sub-Saharan Africa?"

- The Masters Research utilized a *qualitative methodology* which is producing findings not arrived at by means of statistical procedures or other means of quantification. Additionally, the research utilized a synchronic style of presenting the findings, which involves presenting the report using significant sectors that flow in a logical sequence.