

YEAR	ACHIEVEMENTS / MERITS / AWARDS
2015	Invited by LinkedIn to speak at LinkedIn Sales Connect Oct. 6-8 2015 Users Conference via the topic "Drop the Mic - Driving 100% Rep Adoption by Making Social Selling Fun" http://bit.ly/1Ob4cH1
2015	Invited by SAP Radio to speak on the topic of Social Selling Sept 15, 2015 for an audience of up to 20,000 radio listeners - http://bit.ly/1iHjbNd
2015	Featured Online "Social Selling Expert Series: Mario Martinez Jr., - How Social Media Changed B2B Sales" - http://bit.ly/1OJefTP
2015	After 45 days of rolling out PGI's Social Selling US program we attributed over \$1.4 Million in Pipeline Annual Contract Value attribution to Social Selling program
2015	Developed and Hosted live panel discussion for PGI " Battle Royale: CIO and CMO Relationship " (July) - http://bit.ly/1HSo8YM
2015	Featured Online "What Most Sales Leaders Aren't Doing to Drive Social Selling" – (May) http://bit.ly/1HSohvp
2015	Featured Online "What does a Sales Leaders say about Implementing Social Selling" - (May) http://bit.ly/1MoFEub
2015	Developed and Hosted live panel discussion for PGI " Collaboration Trends & Challenges: The Enterprise IT Perspective " (May) - http://bit.ly/1SCBDRj
2015	Developed and Hosted live panel discussion for PGI " Entering into the mind of the IT Executive Buyer " (April) - http://linkd.in/1LuKFRy
2015	Asked by the EVP / GM of ECS to serve as the Executive Sponsor to develop PGI's corporate Social Selling training, adoption & rollout program (March)
2015	Achieved a Social Selling Index Score from LinkedIn of 99/100 - (Feb) www.LinkedIn.com/in/mthreerj
2015	Selected as a panelist (1 of 3 VP's) discussion titled "Selling to a VP of Sales" PGI's 2015 All hands Sales Kick off (Jan.)
2015	Launched the 2015 PGI " BEASTMODE " Sales Culture for the West
2014	In five months (Aug – Dec.) took the region from 51% performance to 92% YTD TCV Performance
2014	Achieved a 94% Month over Month Increase in TCV Sales (Jan – July Avg. Mthly TCV = \$59K; Aug – Dec. Avg. mthly TCV = \$115K)
2014	Increased "Avg. Proposals per rep / month" by 971% within 5 months (from 0.14 per rep to 1.5)
2014	Increased "Avg. Dials per rep / week" by 82% within 5 months (from 57 per rep to 104)
2014	Increased "Avg. Emails per rep / week" by 539% within 5 months (from 43 per rep to 275 per rep/week)
2014	Increased "Avg. Completed Appts. per rep / week" by 9200% within 5 months (from .06 per rep /week to 5.58)
2014	Acknowledged for being the " Most Viewed LinkedIn Profile Worldwide " @ PGI in 2014
2014	Began implementing a core curriculum supporting a " Social Selling " sales adoption program for PGI - 4 th qtr.
2014	Featured Online as a model leader with a model LinkedIn Profile - (Oct.) http://bit.ly/1IIHWcG
2014	Developed & Implemented PGI West Area Sales Performance Scorecard System (Oct.)

2014	Selected by Exc. Leadership to train at the company wide Leadership retreat all of PGI's Sales Directors and above on "Pipeline Management" (Oconee, GA); 3 rd Qtr.
2014	Accepted PGI's "Company of the Year" Stevie Award - http://bit.ly/1CQrezT
2014	Recognized for the development & implementation of the PGI Scorecard System for Sales
2014	Sales Trainer on "Tips for the Social Selling Professional" – Sprint Corporation 1 st Qtr.
2014	Team signed \$84 million in Contract Value for key Pharmaceutical Distribution & Oil and Gas clients negotiating Primary Provider Status for each
2013	President's 100% Club
2013	Catapulted an 8th-place (out of 9) team within ten months to #1 , with near 100% participation
2013	Achieved 108% of Sales Quota
2013	Team signed over \$75 million in Renewables in 1 st year
2013	Motivational Speaker: "Business Mindset" - Enterprise Sales Group (April 2013)
2013	Motivational Speaker: "Leadership" - Enterprise Sales Group (July 2013)
2013	Near 100% Team Participation
2013	Promoted to manage Strategic Accounts Group with nearly \$300 million in Revenue
2012	President's Club Trip Winner - #1 Public Sector / Federal Sales Manager in the Nation
2012	Awarded Sprint Business Culture Coin of the Year Award for turnaround efforts, cultural integration/adoption, winning as a team, making a difference and profitability
2012	Escalated 14th place team to #1 within 22 months
2012	Achieved 143% of Sales Quota
2012	Drove team participation to 100%
2012	2012's Best of the Best Sales NAM Manager - West Region
2012	Motivational Speaker: "Business Mindset" - Enterprise Sales Group (May 2013)
2012	Motivational Speaker: "Understanding your Why" - Enterprise Sales Group (Oct. 2013)
2012	Selected as Co-Chair on Sprint's Grow N. CAL Lead Committee
2012	Selected to serve on Sprint's National AT&T Attack Planning Team
2012	Selected as the Public Sector SME for Sprint's West Area Project WIN Rollout
2012	Ranked #1 Public Sector Area Manager in the 1 st , 2 nd & 4 th Quarter 2012 - West Region
2012	Selected as an advisor to Sprint's PS & Fed Compensation Anomaly Tool (July)
2012	Selected as N. Cal's SME for Sprint's Social Media Task Force (July)
2011	100% Club
2011	Awarded Best Partner to Customer Care Organization in the West Region
2011	Awarded Best Public Sector Manager in the West Region
2011	Sponsored the 1 st Public Sector/Federal all hands Sales Leadership Rally in over 10 years
2011	Designed & Implemented 1 st ever Qtr. over Qtr. contest to drive Corporate Wireless sales
2011	Designed & implemented the 2 nd Qtr., 1 st Ever Employee Liable Marketing Contest
2011	Wireless Corporate Liable performance increased from 65.5% to 121.1% (Dec.)
2011	Wireless Employee Liable performance increased from 91.9% to 104.8% (Dec.)
2011	Elevated last place team (#14) to #4 within 11 months
2011	Selected as an advisor for Sprint's West Area Social Media Task Force (09/2011)
2011	Selected as a Board Member - Bay Area Digital Government Technology (08/2011)

2011	Sprint Times Newsletter, Issue 32 (July) - first sales team in Healthcare to sell a Connected Ambulance Solution
2011	Promoted to manage N. Cal Public Sector area with \$100 million in revenue
2010	100% Club - Achieved 100.52% of 2010 YTD Sales Quota
2010	Selected as a Sales Liaison for Android Technology Governing Board
2010	Winner of 2 nd Qtr. 2010 Top Wireless Contract for Enterprise West Area
2010	Winner of 2 nd Qtr. 2010 Top Contract Renewal for Enterprise N. CAL Area
2010	Winner of 2 nd Qtr. 2010 Top Wireless Contract for Enterprise N. CAL Area
2010	Ended 2 nd Qtr. 2010 at over 130% of Plan
2010	Closed new Contract representing \$25 Million in Total Contract Value
2010	Ended 1 st Qtr. 2010 at over 110% Plan
2009	100% Club
2009	Achieved 123.13% of 2009 YTD Sales Quota for Strategic IP Revenue
2009	Achieved 165.88% of 2009 YTD Sales Quota for Wireless Revenue
2009	Responsible for managing over \$13 Million in Annual Wireline / Wireless Revenue
2009	Nominated and served as 1 of only 15 Nationwide "Vertical Specialist" out of 4,000 Sprint Business sales account managers, specializing in the Distribution vertical
2009	Selected as an advisor to Executive Team on Best Practices for Account Planning & Channel Partnering
2008	Presidents Club Trip Winner
2008	Achieved 152% of YTD Sales Quota for Strategic IP Revenue
2008	Achieved 206% of YTD Sales Quota for Wireless Revenue
2008	Ranked #5 in the nation for National Account Executives
2008	Winner of "Pursue the Bounty" 4 th Quarter Contest
2008	Winner of "Top Contract Renewal" for 4 th Quarter N. Cal Region
2008	Nominee for West Enterprise Region for "Top Contract Renewal"
2007	Presidents Club Trip Winner
2007	Ranked #2 in N. Cal
2007	Ranked # 12 nationwide
2007	Achieved 183% of 2007 YTD Sales Quota
2007	Winner of 198K Club (Achieve Quota at the ¾ of the year mark)
2007	Selected to serve as a "Member & Lead" on the Advisory Council to the Enterprise AVP 2007
2007	Winner of Highest EVDO Sales for 1 st QTR 2007
2006	President's 100% Club
2006	Awarded Top NAM Mid-Year '06 – Wireless Revenue over Plan
2006	Awarded Top NAM Mid-Year '06 – EVDO Sales over Plan
2006	Awarded Top NAM Mid-Year '06 – Incremental Wireless Units over Plan
2006	1 st Place Winner West Region – April's Data Revolution (Highest EVDO Gross Activations)
2006	Good Technologies "All Star" Team Member Q1

2006	Winner of "Top Gun" Q1 Good Technology Sales Contest (Top Executive & Team)
2006	Selected to serve as a "Member" on the Advisory Council to the Enterprise AVP 2006
2006	Selected to serve as a member on the Customer Support Sales Advisory Board
2005	President's 100% Club
2005	Ranked #15 nationwide
2005	Achieved 125% of YTD Sales Quota (\$6.56 million)
2005	Awarded 1 st Place for NVP-A-GO Team Contest - N. CAL & Pacific Northwest Region
2005	Selected as a member for the Enterprise Marketing Sales Advisory Board
2003	President's Club Trip Winner
2003	Achieved 112% of YTD Sales Quota (\$6.2 million)
2003	Ranked #2 nationwide
2003	Winner of "Fast Cash" Sales Contest for 1 st Quarter
2003	Selected as a member for the Enterprise Marketing Sales Advisory Board
2002	President's 100% Club
2002	Achieved 140% of YTD Sales Quota
2002	Ranked #1 N. Cal Region
2002	Ranked #3 Western Region
2002	Ranked #14 nationwide
2002	1 st Place Winner for "Grab those ePoints" Sales Contest – N. Cal Region (12/02)
2002	3 rd Place Winner for "Driving Solutions Sales" Contest – West Region (10/02)
2002	2 nd Place for "Best in the West" E Solutions Sales Competition (07/02)
2002	Sprint Sales Incentive & Recognition Program - Awarded "Lifestyle" Member
2001	President's Club Trip Winner
2001	Ranked #2 N. Cal. Region
2001	Ranked #12 nationwide
2001	Winner of 4 th Quarter Sales Contest "Race for Results!"
2001	3 rd Quarter – Closed 2 nd largest "Pre General Availability" hosting customer
2001	3 rd Quarter – First sales person to pre sell a Sprint Internet Data Center
2001	Winner of July - August Sales Contest - "Sell ProServe Now!"
2001	Acknowledged by the President of Sprint E Solutions as a model for other E Solutions employees in having the "Take the Hill Attitude"
2001	1 of 1, out of 30 West Area Solutions Sales Managers to recognize revenue for the first 3 consecutive months within the new division of Sprint E Solutions
2001	Winner of Jan Sales Contest - "Climb Mt. E Solutions 2001"
2001	Selected to advise Sales Operations & Ordering Teams on best practice policies
2001	Selected to help develop E Solutions Training Module for all Sales & Sales Support new hires
2001	Acknowledged through Sprint's Large Business News Article (5 pages) for excellent sales efforts
2001	Acknowledged through the "Point" (Sprint's Employee Magazine) with a 3 page article for excellent sales efforts

2001	Selected by E Solutions Exc. Mgmt. to present the E Solutions Sales Objectives to Sprints entire sales & sales management team (approx. 3000+ people)
2000	100% Club
2000	1 of 3 out of 18 Solutions Sales Managers to achieve and exceed \$4.5 million dollar quota
2000	Served as a Field Representative with Sprints' Marketing group for the following needs: Competitive Analysis, Marketing Trends, Partner Analysis, and Vertical Market Analysis
2000	Served as a Field Representative with Sprints' Product & Marketing groups for the following products: Collocation, Web hosting, & IP Security
2000	Recognized for "Outstanding Sales" for the SF / East Bay Region
2000	Signed Sprint 1 st Collocation Customer within the United States
1999	Signed Legendary's two Largest Channel Partnerships - AT&T Corp. and Harbinger Corp. (formed the Software Alliance and Professional Services Partnership)
1999	Signed the largest Legendary Systems Consulting Services Contract in company history
1998	200% YTD Sales Quota Performance (thru 06/98)
1998	Matrix Managed and Trained one Sales Representative within the Telemarketing Unit
1997	President's Club Trip Winner
1997	Premenos, a Harbinger Corporation's "Sales Achievement Award"
1997	Exceeded the highest sales quota in Premenos' history (\$2.454 million)
1997	Exceeded the highest software revenue in Premenos' history (\$2.544 million/yr.)