

Blaine Wood

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Applying for position of: *Key Account/Sales Manager*

SUMMARY OF EXPERIENCE AND PERSONAL ATTRIBUTES

- A dynamic sales leader with 25+ years of experience in Account Direction, Account Management, Technical Sales, People Leadership, Management Collaboration, Systems Engineering, and Project Management.
- A self-starter with a strong work ethic and technical aptitude who can effectively communicate with executives, management, and associates to ensure products and solutions solve business problems.
- Proven capabilities in the development, coaching, and leadership of high-performance technical teams carrying out multifunctional roles. Motivated by the desire to sell complex solutions and resolve intricate issues facing customer success initiatives.
- Consistently recognized for the capability to plan, organize, prioritize, anticipate, delegate, and analyze while maintaining a strong emphasis on deliverables and customer satisfaction.

PROFESSIONAL WORK HISTORY

Panasonic Avionics Corporation

2019 - 2024

Account Director (Sales and Marketing)

- Exercises total ownership of the full sales cycle on key accounts totaling \$100M per year in revenue. Manages internal team efforts to identify and create solutions to customer business challenges and collaborates with internal departments to ensure common goals are aligned for continued company growth.
- Reports to the Vice President of Sales; responsible for strategic company revenue and growth through the creation of customer specific sales plans, prospecting of opportunities, and thorough responses to complex RFP's.
- Prepares reports and delivers presentations to customers and internal partners to include executive management by detailing potential scalable opportunities, improvement of products, issue resolution, and deployment of corrective actions.
- Successfully manages the regional budget targets and assists the executive management team with the establishment of sales growth, and profit targets by leveraging Sales Force CRM reporting.
- Successfully leverages analytics for performance monitoring and reporting, providing actionable insights that improve decision-making, optimizes sales strategies, and drives measurable business growth.

STG Aerospace**2018 - 2019*****Regional Sales Manager***

- Cultivated relationships at all working levels with assigned customers in North America, understood the competitive landscape, and positioned the company solutions to deliver on the customers needs, vision and strategy.
- Collaborated with sales leaders by developing strategic territory plans for goal achievement and accurate forecasting with an emphasis on continued company growth.
- Responded to RFP's, generated targeted unsolicited proposals, negotiated contracts, managed the final terms and conditions and stayed current on industry news and trends.

Panasonic Avionics Corporation**1999 - 2018*****Account Manager III (Sales and Marketing)***

- Successfully negotiated complex contracts with major commercial air carriers by providing value proposition, engineering services, avionics hardware, software, global broadband services, maintenance packages, and service level agreements all totaling over \$1 Billion in sales in a 6-year period.
- Consistently exceeded objectives set for sales, managed profit and loss statements and maximized profits for proposals and follow on transactions of assigned accounts.
- Possess strong customer support and management skills, the ability to collaborate with others under pressure, and effectively partner with organizations and individuals from diverse backgrounds.

Manager, Field Engineering- The Americas

- Ensured customer requirements and multifaceted activities were defined and appropriately planned to achieve successful implementation and follow on support of awarded programs.
- Provided direction, maintained oversight, defined objectives and assessed performance for a team of 25 Field Engineers based throughout North and South America.
- Successfully created and implemented policies and strategies to ensure the Field Engineering organization, mission and objectives were met.
- Demonstrated strong time management skills and the ability to solve complex technical and logistical problems within a team environment and without escalation.

Project Manager (Assignment to Qantas Airways)

- Responsible for managing multiple projects simultaneously and mitigating any potential impacts to the schedule.
- Effectively demonstrated the ability to scope, plan, interpret and analyze project requirements.

Senior Customer Support Engineer

- Consulted and advised on technical performance of advanced Ethernet Networks, microprocessor-based controllers, servers, and sophisticated software systems.
- Effective problem solver who provided accurate, detailed and timely responses to an extensive customer base and was consistently recognized for achieving the highest levels of customer support satisfaction.

Rockwell Collins**1998 - 1999*****Avionics Systems Engineer***

- Provided technical guidance and troubleshooting assistance to subordinates solving critical airplane avionics system failures.

Raytheon Aerospace**1997 - 1998*****Aircraft Electrician***

- Performed complete aircraft avionics and electrical systems functional checks and was highly skilled in using specialized tools, following electrical blueprint drawings, schematics, and technical manuals to accomplish aircraft modifications.

United States Army**1991 - 1997*****Avionics Specialist***

- Performed alignments and operational checks to critical aircraft flight controls and stabilization systems by using troubleshooting techniques for checking resistance, voltage, and other characteristics.

EDUCATION AND TRAINING

Bachelor of Business Administration (BBA), in Aviation Management, Oneida University, Worldwide Graduate, United States Army Avionics Signal School, Fort Gordon, Georgia
Graduate, Choctawhatchee High School, Fort Walton Beach, Florida
Leading Technical Professionals, Georgia Institute of Technology, Certificate
Continual Professional Sales and Negotiation Training
Large Account Management Process – Pragmatic & Strategic Selling
Microcontroller Based Systems and Networking
Ethics and Compliance in Business
Customer Service Excellence
Linux Operating Systems
Protecting Trade Secrets
Copyright Infringement
Information Security
Code of Conduct
Export Control
Antitrust Law