

Craig Conlee

Nestle & Dole Foods Company - Account Manager at CA Technologies

Orange County, California Area, CA, US

Solutions Sales Executive - Capsilon

Description

Craig Conlee is a enterprise software solution sales executive with expertise managing unstructured processes and best approaches with IT Infrastructure. Prior joining software solution sales, Craig Conlee was a business/IT consultant in the Financial Services Sector.

He has centered on enhancing "core" operations via Enterprise Content Management, Business Process Management, Federated Services, Imaging, Records/Email Management, eDiscovery / Legal Software and Data Protection.

Craig is now using his deep industry knowledge and experience to articulate Big Data solutions to a select few global accounts.

Craig is an out-of-the-box thinker, known for his energetic and performance oriented team leadership. He offers industry expertise, strategic relationship building skills, and approaches solution delivery with process centric methods.

Availability

Keynote, Moderator, Panelist, Workshop, Corporate Training

Industry Expertise

Computer Software, Financial Services, Banking

Topics

Solution Selling, Enterprise Software, Account Strategies

Affiliations

Six Sigma (Black Belt in Training), Technology Council of Southern California

Education

University of California at Berkeley

BA Political Science

Newport Harbor High School
High School Diploma General Studies

University of California, Berkeley
BA Political Science

Accomplishments

CA Technologies

YR2012 QUOTA: \$2.1M

\$ ATTAINED: \$420,000

\$ PIPELINE: FROM \$300,000 TO \$2,710,000

Autonomy

Y2012 QUOTA: \$2.2m

\$ ATTAINED: \$2.8m

% ATTAINED: 128%

IBM

FY2008: 98%

- \$.890K new software with Investment Territory

- \$.450K new services with Investment Territory

FY2009: 133%

- \$1.050K new software with newly assigned Developing Territory

- \$.300K new services with Investment Territory

- ECM FileNet Solution Lead for all Industries in the Southern California region.

1H2010: 158%

- \$1.100K new software for the 1st half.

- \$.500K new services w

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