

Chris Pomeroy

Software Sales Professional at ATG (enterprise software / ecommerce / SaaS web tech)

christopher.pomeroy@gmail.com

Specialties

Software solution sales & business development, market/territory planning, name sourcing, prospecting, contract negotiation

Multi-channel ecommerce and content management systems, customer interaction management (online chat, email response, knowledge management), mobile/wireless email systems, blogging, social media

Hands on training or experience in: Web design/development, CSS/HTML, digital graphics editing, Web applications, Drupal

Experience

Sales & Business Development, Strategic Accounts at ATG

May 2007 - Present (2 years 7 months)

ATG is a software and services company powering the online business of the world's most recognized brands. ATG customers can more effectively attract, educate, convert, service, and support today's demanding online consumer.

I'm responsible for growing the eStara services product line, the world's most widely deployed ecommerce click-to-call service, by planning and executing marketing, networking, and business development activities.

Business Development at Verdasys

2006 - 2007 (1 year)

Prospecting into Global 2000 named accounts and hosting meetings with VP & C-Level information security execs at DLP (data loss prevention) startup.

Verdasys provides an innovative approach in the protection of sensitive information of global enterprises. Using endpoint software agents to reinforce security policy, global companies can create a "digital perimeter" around their most sensitive information.

1 recommendation available upon request

Account Executive at T-Mobile USA, Inc.

2004 - 2006 (2 years)

Wireless services sales professional focusing on building relationships with mid-market enterprises.

Assisted customers with wireless email deployments. Developed strategic relationships with IT consultants to expand customer base. Facilitated group training sessions for end users as part of post-sale support.

1 recommendation available upon request

Senior Manager at College Works Painting

2002 - 2003 (1 year)

Executed complete P&L responsibility over a regional branch of a national house painting company in new territory.

95% of revenue generated through door to door cold-calling and references.

Produced \$130K revenues over 2 years (summers) with a >30% profit margin in 2003.

Trained, managed, and coached >15 employees.

1 recommendation available upon request

Co-Founder at UMD Enterprises

2000 - 2003 (3 years)

Designed, managed, and promoted an entertainment website based on UMass social scene and campus issues. Sold logo apparel.

Responsible for writing columns, content generation, forum moderation and all creative aspects of site building & development.

Earned press mentions in the The UMass Daily Collegian, The Daily Hampshire Gazette, and WZLX Lazer 99.3 FM (local rock radio station).

Averaged over 100K monthly visitors in 2003.

Sales Rep at Vector Marketing

1998 - 1999 (1 year)

Sold \$6,500 of home products via personal referral marketing and in-home demonstrations

Education

University of Massachusetts, Amherst

Bachelors, Computer Graphics/Animation, Web Development, Entrepreneurship, Journalism, 1998 - 2003

Activities and Societies: BDIC, (Bachelors Degree in Individual Concentration)

CKC Lab, (Center for Knowledge Communication - UMass computer graphics & animation program)

Interests

new technology and its applications, internet ventures, professional networking, web 2.0, internet marketing

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3 people have recommended Chris

"Chris was pleasant to work with, had grate knowledge of product and super fast turn around time. I was very fortunate to have him manage my business account. Would hire Chris again and highly recommend to friends and coworkers."

— **Greg Kisler**, was Chris's client

"Chris is extremely energetic, dedicated and creative. He brings enthusiasm to everything he does and is an exceptional sales person. Customers love him and he closes deals at a rate much higher than his peers. He gets along extremely well with his coworkers and garners their respect. When Chris left our company for another position, he was missed. I highly recommend him!"

— **Jason Brown**, was Chris's client

"I enjoyed working with Chris. His ability to focus and persevere within an incredibly challenging environment is a quality and trait not easily found. He strives to absorb information and approaches his tasks methodically."

— **Roland Crista**, *Sales Professional, Verdasy's, Inc.*, managed Chris at Verdasy's

Expertise

E-Commerce, Web Development

[Contact Chris on LinkedIn](#)