

# Donald Harris

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## Objective

To obtain a position in a company where I can contribute my skills in business development and social media.

## Summary of Qualifications

- 2 Shipped games (Credits-Producer and Qa Test Engineer)
- Create Automated testing Software
- 10 years of experience in hardware sales, storage sales, software sales, software testing, software development cycle, Management, Mentoring, Employee development
- 3 Years of front line sales for a Fortune 500 company delivering hardware and software solutions
- Proven sales record averaging 120% of quotas
- Recognized for being in the top 1% of the sales floor of fiscal year 2004

*With strong expertise in:*

- \* Sales Generation
- \* New Business Development
- \* Strategic Business Analysis
- \*Team Management
- \* Accounts Management

## Professional Experience

### **Sales and Social Media Manager 2009 – 2010**

#### **InstantAction Inc – Middleware engine provider**

##### Primary Accomplishments and Major Accomplishments

- Sent 2000 clicks to main site via twitter in 3 months
- Increased Twitter followership on average by 2 new users a day
- Uncovered new sales opportunities with AAA game studios
- Drove conversation on different social media platforms
- Attended conference to drive BizDev conversations with new partners
- Created blog updates about InstantAction on the Torquepowered.com site
- Increased brand awareness and site traffic by using social media techniques through Youtube, Twitter and Facebook

### **K-12 Global Brand Evangelist 2009 – 2010**

#### **Dell Inc. – Computer Hardware and Software Manufacture**

##### Primary Accomplishments and Major Accomplishments

- Completely re-wrote the editorial blog from scratch and added several key influencers as weekly contributors to the blog
- Quickly created an increase in readership(30% in 2 months) by finding and building compelling content
- Created new ideas for the Social Media team dealing with new forms of connecting to our stakeholders and increasing Dell Brand Awareness
- Was responsible for the Dell Education Blog located at <http://ow.ly/1zGqf>
- Planed and execute the educational calendar

## **Producer 2009 – 2010**

### **Studio Imaginary Lines – Comic book illustrator and video game production**

#### Primary Accomplishments and Major Accomplishments

- Mentored with Industry leaders to get better understanding of industry rules, procedures, and guidelines
- Built relationship with other studios for future projects
- Negotiated Contracts between team members and publishers
- Provided team with collaboration tools ( SVN, ActiveCollab, ThinkAttire, Google Groups)
- Delivered a finalized product to the iphone
- Tracked all changes to the code base, followed up on tasks assigned to each team member through completion.
- Assigned schedules and resources to each project

## **Relationship Sales Rep 2003 – 2010**

### **Dell Inc. - Computer Hardware and Software Manufacture**

#### Primary Accomplishments and Major Accomplishments

- Maintained a 25% or higher stack rank in the public transaction sales division for 4 years
- Appointed team leader of outbound sales team
- Started as inbound sales rep and was quickly promoted to relationship sales rep(Account Manager)
- Completed a quarter at 124% attainment while the floor average was 93%
- Held the record in talk time averages for 2 quarters straight
- Responsible for growing qualified accounts at a minimum of 18% year on year
- Responsible for building relationship with contacts through each of the 150 – 170 accounts in my account set
- Had consistent growth in all Lines of Business-LOBS within the account set (ie: S&P, Notebooks, Servers, Storage,)
- Averaged a minimum of 2 hours of talk each day

## **Inbound Queue Sales Rep 2002 – 2003**

### **Dell Inc. - Computer Hardware and Software Manufacture**

#### Primary Accomplishments and Major Accomplishments

- Number 1 sales rep for the public transactional division for 1 year
- Discovered on average 3 large opportunities a day while the average was 1 a day
- Trained 20 new sales reps on internal sales tools and contracts
- Mentored 2 reps and brought them both from the bottom 10% to the top 25%

## **Sr. Software Test Technician ( Ubi Soft ) 2002– 2002**

### **Wolf Pack Studios – AAA MMORPG Game Studio**

#### Primary Accomplishments and Major Accomplishments

- Created an entire test plan for the full product. This test plan was adopted company wide and sent overseas to be used in other titles as well as the flagship product
- Created new reports that managers through out the organization used for product health status
- Shipped 1 AAA MMORPG title (Shadowbane)
- Created Automated test suite that was used to stress the server and graphic engine
- Created a PERL script to capture server crashes and build automated reports
- Was responsible for testing all GUI features in game as well as every feature in the game ( since they had no test plans in place I created it)