Brandon Kirk Newsom

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PROFESSIONAL PROFILE

A Highly Accomplished Professional with extensive years of Sales Experience in the Electronic Medical Records, Healthcare IT, Software/Hardware, IT Consulting and Services Industry managing clients & teams. A proven ability to develop strong and lasting professional relationships with customers and executives in all industries including business to business, managed service providers, channel partners and value added resellers. Because of his ability to develop strong relationships with executives he is in demand as a true professional for gaining access to companies and creating long lasting partnerships. Very knowledgeable working with all vertical markets while supporting their projects from beginning to completion.

EDUCATION & DEVELOPMENT

Bachelor of Arts in Speech Communication, Second Major, Psychology

Stephen F. Austin State University - Nacogdoches, Texas

**CRM-VMS-MSP-ERP Solutions Experience**

Fieldglass, Salesforce- ShiftWize –Parallon Workforce- ZeroChaos

Peopleclick- Beeline–Maxhire - Bullhorn- IQNavigator, Fieldglass,SAP

Spin Selling. Baldridge Management Course

Total Quality Management Course (QCM)

Controlling the Complex Sale, Training, The Complex Sale, Inc

PROFESSIONAL OVERVIEW

**Meridian Technology Group IT/Engineering Staffing**

**Managing Director** March 2017 – August 24th 2018- (Office Closed)

Leading and managing the Texas office while responsible for recruiting staff and delivering resources to our clients. SpaceX/Randstad-WatchGuard-Heat-Control-TeamSupport-

Client Relations-Customer Retention-Startup Leadership

**Director Business Development** Jan 2017- March 2017

Responsible for developing and growing existing client relationships while building new partnerships.

**Zycron, Inc. PMO/ Healthcare & IT Services**

**Senior Client Relationship Manager** [**www.zycron.com**](http://www.zycron.com)

June 2016 - December 2016

**Manage Toyota North America in Plano, TX , Tenet Healthcare, HCA, FedEx & other Major Accounts**

Responsible for managing the Texas Territory Accounts while developing strong partnerships with our clients and executives.

**MedSys Group LLC, Plano TX EMR/Healthcare IT**

**Client Services Manager**

 December 2012- December 2015

* Responsible for given territories in FL, LA, MS, AL, TN to sell IT Project Staffing, Advisory Services and Strategic Projects that result in an MSA and SOW.
* Travel to client sites at Major Hospital Systems to meet with CIO’s, CFO’s, VP’s, Dir of IT, Dir of HIM, Dir. Clinical Information Systems, Pharmacy and Project Managers on a monthly basis.
* IT Project Staffing for EMR implementation Consultants with Cerner, Meditech, Epic, McKesson, GE, Siemens.
* Expert ability to build rapport and develop strong relationships with prospects that turn into customers.
* Recipient of Rising Star Award for 1 Million in Revenue.
* Achieved Weekly Gross Profit of $15k.
* Promoted from Regional Account Executive to Client Services Manager for increasing new accounts in Territory.
* Consistently have 12-15 meetings a month with clients in Territory through onsite visits and conference calls.
* Managed up to 20 consultants on project to ensure delivery of client deliverables.
* Develop Sales Training Sessions for the Client Services team and train/mentor recruiters
* Build organic new business by cold calling decision makers and arranging face to face meetings, uncovering job requirements and conducting conference calls.
* Work closely with my Chief Medical Officer, Chief Nursing Officer, Sr. Strategic Advisors and Delivery Team to provide resources and solutions for implementations, upgrades, migrations and integrations with clients.
* Generated new accounts such as UAB Medicine, Baptist, Ochsner, Vanderbilt, HealthSouth, LifePoint, Lane Regional, Ascension, IASIS, HealthSouth, Ardent, Lafayette General

**Open Systems Technologies, Plano TX IT Services**

**Sr. Account Manager/Outside Sales**

**Client Acquisition with Local and National Accounts**

2012-2012 – (9 months)

* Responsible for developing partnerships with Clients and Prospects thru onsite meetings and presentations for IT Project Staffing.
* AIG, Valic, Sun America, Fiserv, Michaels Stores, Verizon, Prodea Systems.

**Zenith Infotech -Dallas TX Hardware/Software**

**Sr. Business Development Manager**

**Southwest Territory (Home Office)**

**Private Cloud Computing**

2010- 2011 Contractor

Develop Relationships with Managed Service Providers, Channel Partners and Value Added Resellers. We provide a complete suite of solutions for the managed services channel including IT as a Service (Private Cloud Computing), Business Continuity-Back up Disaster & Recovery, Managed Services Infrastructure and Virtual Help Desk.

* Conduct on site meetings and demonstrations with C-level executives with Enterprise Accounts and technical staff to promote Zenith’s Private Cloud and Business continuity solutions. SmartStyle Office and Mirror Cloud
* Travel in my Territory to meet with decision makers about cloud computing

 **TX, CO, UT, OK, MI, KS, WI, NM, LA, AR**

* Present via online webinars and demos to potential Partners.
* Work with Sr. Account Management and Sr. Technical teams to ensure product evaluations, installations and training are carried out to client satisfaction in order to purchase product.

**Madison Sterns Consulting - Dallas TX IT Consulting**

**Sr. Account Manager/Outside Sales - Start up Office**  2009- 2010

**Management consulting firm: ERP, BI, Strategy, Data (SAP, Oracle, JD Edwards, Microsoft)**

* Responsible for all initial contact with clients to gather requirement and set up meetings through cold calling and emails.
* **BNSF, Pepsico, Baylor, Pizza Hut, Cash America, Dell, Stryker, Overhead Door, LALA foods, Highland Capital are a few examples.**
* Excellent ability to develop relationships in a small period of time that extend into a long term partnership.
* Experienced at sourcing, screening, interviewing ,submitting and negotiating candidates for projects.
* Created and developed the database which included all client and contacts in the Dallas office. Prospect, Cold call, Lead Generation, Set up meetings, Closing and conference calls, Attend On site meetings, Client presentations, SOW, Proposals, Recruiting, Interview Scheduling, Negotiations.
* Responsible for RFP’s, RFI’s and Statements of Work for clients.
* Expert at getting Meetings from prospects and setting up appointments from cold calling.
* Implementations, Upgrades, Add on Modules, Migrations

**True Solutions Inc. Dallas TX – Project Management**

**Account Executive/Outside Sales** 2008-2009

**Global Project Management Consulting Company Process Mapping and Improvement**

* Responsible for making introductions4- to companies promoting the 3 divisions: Consulting, Staff Augmentation and Training Services.
* **Fed Ex Kinkos, Handango, Belo, Stryker, Commercial Metals are a few of the clients worked.**
* Generate lists of companies/contacts thru research to contact and set up appointments for meetings.
* Excellent at contacting new prospects but known for my amazing, persistent and professional ability to get in touch with a potential suspect or prospect.
* Develop outstanding relationships with clients and have improved the company’s exposure to new opportunities.
* Responsible for all phases of the sales process which include: creating presentations and reports using Powerpoint and Excel to negotiating price structure as well as supporting client in arranging meetings and phone calls.
* Interact with various departments within a company including Operations, IT, Accounting, Legal, and HR in order to facilitate an agreement and be compliant.

**Rightstaff Inc. - Dallas, TX IT Services**

###### Sr. Account Executive/Outside Sales 2005- 2008

* Contract, Contract-Hire, Perm for IT, Accounting-Finance, and Administrative-Clerical.
* Excellent ability to gain access into companies to see managers thru cold calling, client visits, presentations as well as managing consultants on project.
* Negotiated all pricing in regards to margins and markup for candidates.
* Develop relationships with current clients and increase revenues through on site visits and contacting managers to uncover any new opportunities.
* Managed the Compucom account with Peopleclick VMS system
* **FedEx Kinkos, ACS, Compucom, Blockbuster, YUM Brands are among some of the Accounts worked.**

Kelly Financial Resources - Dallas TX (Start up office) FI/AC Services

**Sr. Business Development Manager/Outside Sales** 2003-2005

* Responsible for developing business with Controllers, CFO, and Divisional managers that utilized Accountants, Financial Analyst and Auditors
* Developed relationships with clients and scheduled appointments to visit with them to increase credibility and visibility for company.
* Increased revenue within companies such as**: PBSG, Nokia, Baylor Medical, Safety-Kleen and many others.**

**Compuware Corporation – SAP Specialty Services Dallas TX IT Consulting**

# Sr. Account Manager/Outside Sales 2001- 2003

**Accomplishments:**

* Top producing salesperson within the SAP practice in 2002.
* Revenue for the past 2 quarters exceeded $3.1million in 2002
* Increased gross margin and average consulting bill rates through value-add strategies.
* Opened more new accounts, increased headcount, revenue and gross margin more than any other account manager in the branch.
* Clients: Kimberly-Clark, Miller Brewing, Janus, Ericsson, Office Max, Nokia, Exxon/Mobil, Mead Corporation, Fleming Foods, Fujitsu, Nabisco, Briggs & Stratton.

**Sr. Account Executive/Sr. Account Manager/Territory Manager**

**Denver, CO/Houston, TX/Dallas, TX 94-01’**