

**Jon von Bartheld, MA**  
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Interview on Youtube.com:  
<http://www.youtube.com/watch?v=iS7d7TkuZTY>



## **SALES ENGINEER / ACCOUNT MANAGER / SALES MANAGER**

Award winning technical sales professional with record of improving the bottom line. Demonstrated ability to combine interpersonal and technical expertise improving market share when delivering IT sales and solutions. Recognized for combining creative thinking with technical expertise to create value for internal and external clients. Areas of expertise include:

Business Development	Technical Solution Selling	Channel Development
Leadership	Product and Sales Training	Decision Making
Organizational Planning	Semiconductor Sales Success	Coaching
Cross Functional Team Building	Computer Server Integration	Strategic Planning

## **PROFESSIONAL EXPERIENCE**

Nu Horizons Electronics 2008 – 2009  
Leading global distributor of advanced technology semiconductor, display, illumination, power and system solutions serving commercial original equipment manufacturers (OEMs ).  
**Senior Technical Account Manager**

- Closed on 5 new sales opportunities in 4 months with projected revenue of \$3.2 million. Results achieved through analyzing customer needs and crisp execution of sales strategy.
- Increased revenue 16% over previous year. Combined technical, communications and negotiations skills to develop new accounts as well as increase revenue in existing accounts.

Intel Corporation & Dialogic Corporation 1999 – 2008  
**System Integration and Platform Group Manager**  
**Sales Development Engineer**

- Increased revenue \$41 million. Delivered over seven thousand integrated systems to strategic global customers. Success resulted in promotion to group manager.
- Transitioned \$9 million of annual run - rate business to distribution in support of channel enablement objectives. Built prototype units, provided training and build procedures.
- Drove \$5 million in distribution revenue. Managed testing of Telco servers leading to successful introduction of new communication designs. Results led to earning prestigious Intel CIG Team / Individual Award.
- Developed channel marketing strategies and implementation plans for system integration. Analyzed customer needs and provided solution proposals. Created department intranet tool to support cross functional teams and provide feedback for process improvement.

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- Earned coveted Intel CIG Award for European product launch presentation. Honor given by company for highest combined quality of technical knowledge and customer focus.
- Produced Intel IP Network Security seed units in support of strategic worldwide sales activity. Key customers include Microsoft, Avaya, Cisco, EMC, and Siemens.
- Produced 117 beta media gateways based on Intel IP server, Dialogic Media, and Microsoft Mediation Software in support of worldwide messaging activity, anticipated to achieve \$5 million in sales revenue. Internet Telephony Magazine 2007 Product of the Year.
- Selected by senior management as lead to demonstrate four generations of Voice Portal Reference Systems at Speechworks Conversations, Nuance V World, and SpeechTEK conferences. Customer Interaction Solutions Magazine Product of the Year.

Future Electronics

1993 - 1999

### **Technical Sales Manager**

- Grew revenue by \$19 million. Developed and implemented business, engineering, and marketing plans in the New York metro semiconductor market. Managed and trained 25 field sales and newly hired Technical Sales Managers in product and sales process.
- Provided additional 20% gross profit dollars by achieving technical certification in Motorola, Advanced Micro Devices, Phillips, Texas Instruments, and Hewlett Packard.
- Earned Motorola Blue Chip Design Win Master Award multiple years. Given to highest rated technical sales professionals in North America.

Hamilton / Avnet

1981 - 1993

### **Regional Sales Manager**

### **Field Applications Engineer**

- Exceeded sales quotas by an average 25% annually. Created regional business plan for Northern New Jersey and ATT Bell Labs network. Trained and coached salespeople and conducted manufacture seminars.
- Earned coveted Top 10% Club from Intel. Designation given for achieving top design wins in support of corporate objectives.
- Received President's Club Award - 150% sales quota.

## **EDUCATION**

**MA, Sociology & Anthropology**, East Carolina University

**BA, Geography**, East Carolina University

**Data Driven Improvement, Decision Making, Structured Problem Solving**, Intel University