



# JOHN Q. HOLTZ

## ACCOUNT DIRECTOR

- 2023 “Big Hitter” Award
- 2022 President’s Club Winner
- 2022 Team Rep of the Year
- 2021 Team Rep of the Year
- 2021 Pitch2Win Runner-up (Q4)
- 2021 Pitch2Win Runner-up (Q1)
- 2017 Southeast MVP
- 2013 District Rep of the Year
- 2010 Sprint to the Finish Award
- 2005 Tenacity Award
- 2004 Team Player Award

“I truly enjoy John's ability to maintain focus on building strong relationships and drive to deliver consistent results with integrity.”

“John has provided great feedback to other partners which has added in allowing projects across my teams to run smoothly.”

“John is a reliable and trustworthy business partner who invests time to build a relationship with his clients.”



[www.johnqholtz.com](http://www.johnqholtz.com)



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**IUPUI** Indiana University  
of Pennsylvania

Bachelor of Arts, Criminology, 1998

## ABOUT ME

Forged over twenty-four years as a proven winner, both as a sales leader and individual contributor, I have consistently delivered results while inspiring and motivating teams.

I have a direct style and a can-do attitude. In addition to a keen ability and excitement for public speaking, I excel at enabling others to take the next step.

My brand is forthright and determined. I believe that trust is vital and relationships work best as fun and mutually beneficial.

## EXPERIENCE



**BROADCOM**® (acquired **vmware**® ) Dec '23 - Present

### Strategic Account Director

Acquired. Helping four strategic clients in the greater Charlotte area drive positive business outcomes leveraging Broadcom and VMware software.

- 2024 – will close a \$15M enterprise agreement in December finishing at 300+%
- 2024 – Q1 finished in 2nd place (out of 13) for total team revenue
- 2023 – 277% of full-year quota



Aug '20 – Dec '23

### Strategic Client Executive

Serving as a client advocate for six strategic clients in the greater Charlotte area, I lead the relationship and the overall VMware strategy. Success is achieved through coordinating, motivating, and directing a cross-functional team of resources. Together, we delivered fresh thinking and new ideas leveraging sound economics and risk avoidance as guidelines to deliver metric-driven successful outcomes to Senior leaders.

I lead with a respectfully direct style and possess superior communication skills. I excel at all metrics that a successful sales professional should.

- Q3 2023 – 307% of quota
- 1H 2023 – “Big Hitter” Award (multiple \$1M+ deals)
- 1H 2023 – 439% of quota
- 2022 – President’s Club
- 2022 – Team Client Executive of the Year
- 2021 – Team Client Executive of the Year
- 2021 – 266% of quota
- Q4 2021 – Americas “Pitch2Win” Runner-up
- Q1 2021 – Americas “Pitch2Win” Runner-up



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## AHEAD

Aug '19 – Aug '20

### Senior Client Director – Carolinas

Hunting and developing new client relationships as part of entering the North and South Carolina markets.

- Responsible for driving the company brand into this new market
- Increased pipeline by 240%
- Achieved 100% of one-year margin goal of \$300,000

## DELL Technologies (acquired EMC<sup>2</sup>)

Apr '16 – Aug '19

### Director of Sales, Cloud & Converged Systems – Central US

Hand selected to lead, manage and develop nine sellers across 14 states for this net new business unit. I helped develop go-to-market strategies, campaigns, and continuing education for the collective 80-person team.

- Promoted from leading the Southeast to Central US
- 106% of \$35,556,598 goal – 1H 2019
- 109% of \$12,444,809 goal – Q1 2019
- Increased pipeline by 500% in the first three months
- 8 out of 9 of my team members made goal
- Annual revenue responsibility over \$85,000,000
- Recruited, interviewed and hired two team members

### Director of Sales, Modern Data Center – Southeast

Led, managed and developed nine sellers across five states focused on competitive displacement of all-flash primary storage and hyper-converged infrastructure. Co-developed the go-to-market strategies, campaigns and continuing education for the collective 20-person team.

- Promoted to Regional Director position
- 102% of \$71,000,900 goal – 2H 2018
- 7 out of 9 of my team members made goal
- Recruited and interviewed bench candidates

### Senior Sales Specialist, Modern Data Center – Carolinas

Developed internal stakeholder, channel and client relationships to position data center modernization strategies driving over \$45,000,000 in annual revenue. Pioneered and co-developed a technology refresh program utilized by Dell.

- Promoted to Area Director position
- 128% of \$20,990,000 goal – 1H 2018
- 130% of \$25,900,000 goal – 2H 2017
- 101% of \$24,374,000 goal – 1H 2017
- 2017 Southeast MVP



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Apr '14 – Apr '16

### Strategic Account Manager – Southeast

Evangelically disrupted the status quo and helped senior business leaders monetize data and drive competitive advantage through better, faster data driven business decisions.

- Heavy emphasis on building specific uses cases to drive business value for a handful of Fortune 100 and 500 companies.
- Led the first phase roll-out at Nissan North America.

### Enterprise Account Manager – Carolinas

Heavily prospected this start-up territory to present and demonstrate the value of self-service visual data analytics.

- Promoted to Strategic Account Manager
- Delivered over 100% revenue growth and 300% pipeline growth
- Helped one client achieve the 2016 Innovative Workplace Award presented by the North Carolina Technology Association.



Oct '10 – Apr '14

### Account Manager – Greater Charlotte Area

Through a consultative sales approach, I turned a neglected territory into back-to-back 100%+ years by working with executive and technology leaders to address IT needs to support and drive business outcomes.

- 2013 District Rep of the Year
- Included in EMC’s Leadership Development Program
- 102% of \$5,098,722 goal - 2013
- 103% of \$4,656,618 goal - 2012



Sept '00 – Oct '10

### Tivoli Software Sales, Enterprise – Carolinas

Served as Subject Matter Expert for IBM’s Tivoli Software Suite in the areas of storage virtualization, storage management, backup and recovery, Business Automation and IT Service Management.

- Player/Coach role & Sprint to the Finish Award Winner - 2010
- 215% of \$2,340,000 goal - 2009
- 112% of \$3,890,000 goal - 2008
- 116% of \$3,550,000 goal - 2007
- 124% of \$2,500,000 goal - 2006

### Account Executive, Channel Development Program – Carolinas

- \$1,100,000 in margin on \$9,000,000 in revenue
- 97% win-rate with North Carolina County School Districts
- 2005 Tenacity Award
- 2004 Team Player Award

### Territory Sales Representative – Atlanta & Savannah

- 109% of \$27,250,000 goal - 2001