

# STEPHEN L. THOMAS

3106 Harris Blvd. • Austin, Texas 78703  
Phone: (512) 750-8786 • job@slthomas.com

## SUMMARY OF QUALIFICATIONS

---

- Highly competent Major Account Sales, marketing, program, and negotiations manager
- Experienced in domestic and international business development, distribution, and partner programs, and negotiations
- Documented leader in the marketing management and sales of security and storage management software
- Positively impacted sales, business development and customer operations in Europe, Middle East, Africa, Japan, Taiwan, and the United States of America
- Excellent understanding of heterogeneous IT infrastructures and Best Practices in Windows
- Strong capability to lead, teach and manage diverse groups of professionals

## PROFESSIONAL EXPERIENCE

---

01/02 - Current **Symantec Corporation**

*Strategic Account Manager (Austin, Texas)*

- Management of Global Account Teams for Dell Inc., Accenture, and EMC
- Responsible for development of strategic initiatives with the above mentioned partners
- Responsible for all areas of business with partners including channel, direct sales, and OEM
- Named to President's Club in 2002 and 2003

12/99 – 01/02 *Regional Director, Strategic Partner Sales (Munich, Germany)*

- Increased sales from US\$0 in 1999 to US\$3.4M annually in 2001
- Managed sales efforts (technical and sales teams) with Strategic Partners in Europe, Middle East, and Africa
- Managed and brought to close worldwide agreements with Hewlett-Packard (Grenoble) and Fujitsu-Siemens
- Developed templates to monitor Prospects, Global Account Teams, and Revenues
- Interpreted documents on complex legal issues and developed international OEM and System Integrator agreements
- Major clients included Fujitsu-Siemens, Hewlett Packard, Bull, Dell, Gateway, and EDS
- Named to President's Club in 2000 and 2001

07/98 – 12/99 *OEM Account Manager (Austin, Texas)*

- Closed agreements with Micron, Sony, Legend Holding, and MELCO with a value of over US\$2M annually to Symantec
- Worked closely with Partners to develop press releases, finalize contracts through legal teams and developed internal announcements referencing OEM relationships
- Coordinated resources, customer workshops, executive briefings, and strategy presentations
- Developed account business plans and maintained pipeline
- Exceeded 100% of quota objective

06/97 – 06/98

**Highpoint Technologies, Inc.**

*Account Manager (Austin, Texas)*

- Created and developed Highpoint's corporate sales channel
- Managed and maximized revenue and customer satisfaction in assigned strategic accounts
- Established and maintained strong executive relationships in both the IT and lines of business
- Determined appropriate use of industry and business partner resources
- Combined customers tactical requirements with their strategic objectives
- Demonstrated solutions oriented approach in addressing customer needs
- Exceeded 100% of quota objective

06-96 – 01/97

**Texas House of Representatives**

*Legislative Intern, State Representative Nancy Moffat (Austin, Texas)*

- Tracked legislation, prepared summary of research, presented findings with Representative Moffat
- Problem solved with constituents by providing legislative input

**TECHNICAL SKILLS**

---

- Windows Platforms (9X, NT4, 2000, XP Workstation and Server)
- Microsoft Office and related products (Access, etc...)
- Pivotal and Siebel CRM Suites
- Symantec Sales Knowledge Award

**EDUCATION**

---

1994-1998      **BA** - The University of Texas at Austin      Austin, TX  
Major: Business Economics      Concentrations: Business Economics, Biology

**ACTIVITIES**

---

- Austin Technology Council
- Austin Museum of Art, Development Volunteer
- Web Site Development ([www.slthomas.com](http://www.slthomas.com))
- President Austin Alumni Association, Sigma Chi