# Robert Brenner Jones

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## PROFESSIONAL SUMMARY

*Strategic Business Development Manager with 5+ years of experience driving revenue in SaaS, IT services and telecommunications. Proven track record executing high-growth market launches and managing complex sales funnels. Experience in both Public (SLED) and Private Sector markets. Expert in Government Procurement, RFP leadership, and Value-Focused Selling methodologies.*

## PROFESSIONAL EXPERIENCE

**VERIZON** | Austin, TX *Business Development Manager - New Network Start-Up* | (*>$134B*)                **2024 – Present**

*A global Fortune 20 telecommunications powerhouse and a world leader in 5G innovation, driving $134B+ in annual revenue through cutting-edge wireless and fiber-optic solutions. Defined the industry standard for large-scale network infrastructure/digital connectivity.*

- **Market Entry & Expansion:** Spearheading the Austin launch for Verizon's 5G Home Internet (MDU/MTU), penetrating new territories to drive shareholder value.
- **Key Account Acquisition:** Pursuing and obtaining high-valuation portfolios including *Eaton Vance* ($67B+), *First Washington Realty* ($9.1B+), and *City Line Capital* (~$1.5B).
- **Strategic Leadership:** Directing bi-weekly market strategy meetings to synchronize network expansion with end-user sales units while fostering cross collaboration.
- **C-Suite Engagement:** Leading high-stakes relationship development across mid-market and national accounts.
- **Mentorship:** Accelerating the growth of three BDMs through rigorous training and advanced prospecting methodology.
- **Performance:** Consistently earned "Achieving" ratings while meeting all strategic milestones under executive leadership.

**SOFTTEK** | Austin, TX *Business Development Executive - SLED Start-Up* | (*~$3B*)                **2022 – 2024**

*A multi-billion dollar global IT consultancy and pioneer in the "Nearshore" service model, specializing in Digital Transformation and high-level systems integration. With operations in over 20 countries, Softtek delivers mission-critical Cybersecurity, Data Analytics, and Cloud solutions for top-tier government and commercial sectors.*

- **SLED Market Launch:** Hand-picked to establish and scale the company's presence within the Texas State and Local government sector.
- **Pipeline Engineering:** Built and matured a qualified IT-based sales pipeline from the ground up, reaching a valuation of $10M–$15M.
- **RFP & Contract Capture:** Expertly navigated the Texas Government Procurement Process, leading comprehensive RFP responses for major contracts like *TxDOT* and *UT Systems*.
- **Strategic Partnerships:** Optimized PWin (Probability of Win) by cultivating alliances with industry leaders such as *Accenture*, *Deloitte*, and *AT&T*.
- **Stakeholder Engagement:** Fostered critical relationships with government C-level stakeholders and Historically Underutilized Businesses (*HUBs*).

**CVENT** | Dallas, TX *Business Development Representative* | (*~$750M*)                **2021 – 2022**

*The world's leading SaaS platform for enterprise event management, serving over 24,000 customers and 60% of the Fortune 500. Cvent's comprehensive technology suite transforms the $1T+ global meetings industry through automated marketing, venue sourcing, and high-engagement in-person, virtual, and hybrid event solutions.*

- **Revenue Generation:** Consistently exceeded performance metrics to expand the SaaS client base.
- **Pipeline Development:** Managed initial sales lifecycle phases through disciplined outreach and account qualification.
- **Relationship Architecture:** Leveraged consultative selling to nurture C-Level relationships and gather actionable insights
- **Award:** Recognized with a quarterly performance award for excellence in business development.

## EDUCATION

**ELON UNIVERSITY** - Bachelor of Science in Business Administration (B.S.B.A) – *Entrepreneurship*

**CERTIFICATIONS -** How to Make Strategic Thinking a Habit, Sales Operations Foundation - Sales Management, Sales Time Management, The Data Literacy Course: Learn How to Work With Data, Data-Driven Decision-Making for Business Professionals