

DANIEL MARAKOWSKI, JR.

SUMMARY

Strategic Account Executive with a track record of increasing sales and revenue through the development of loyal account relationships, complemented by articulate communication and exceptional negotiation skills. Leveraging nearly 15 years of experience in technology leadership, specializing in the management, administration, design, and integration of complex enterprise networks and data centers with a focus on cybersecurity and disaster recovery. This background, enriched by extensive experience managing technical teams and projects, provides a deep understanding of product knowledge, credibility with technical customers, and advanced problem-solving capabilities. Recognized for outstanding interpersonal, communication, and organizational skills, along with the ability to quickly grasp new materials and emerging technology products, ready to tackle challenging sales roles by offering strategic technology implementation advice and cultivating strong customer relationships to drive sales performance.

EXPERIENCE

Account Executive 4, 05/2022 - Current

Dell Technologies - New Jersey

- Results-driven Account Executive in Dell Technologies' Tier 1 Commercial organization, exceling at driving sales and revenue growth within assigned territory.
- Expertise in delivering tailored IT solutions to customers in the state, local, education, and enterprise commercial customers while fostering strong relationships with key C-level decision-makers, stakeholders, and influencers.
- Strong leadership skills for effective collaboration with internal teams to develop comprehensive, customized solutions that address customer needs and promote their success.
- Maintained accurate records of all sales activities using CRM software systems.
- Increased profitability within accounts by cross-selling additional products.
- Generated weekly reports on sales performance against targets for upper management review.
- Used consultative sales strategies to effectively overcome client objections and maximize sales activity.
- Prepared sales presentations or proposals to explain product specifications or applications.



CONTACT

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SKILLS

- Account Management
 - Account Planning
 - Territory Management
 - Pipeline Management
 - Revenue Generation
 - Customer Service
 - Service Management
 - Relationship Building and Management
 - Client Relationship Building
 - Sales Expertise
 - Written and Verbal Communication
 - Sales Quota Achievement
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WEBSITES, PORTFOLIOS, PROFILES

- www.dmarakowski.com

- Cultivated relationships with key decision makers through regular client visits and follow-up calls.
- Collaborated with cross-functional teams such as finance, operations, legal, and marketing to identify new opportunities for growth.

Director of Technology, 08/2011 - 05/2022

Clayton Board of Education - Clayton, NJ

- Responsibilities include building, managing, and maintaining all technology, systems, and budgets
- Utilizes Brocade network infrastructure equipment, 1000+ computers, 104 interactive multi-touch panels, 30 servers, 1000+ iPads, Cisco Meraki enterprise wireless, Fortigate NGFW, VMware ESXi virtual server infrastructures (Dell EMC VxRail, FX2, VRTX and Compellent SAN)
- Other duties include creating and managing 1750+ active directory accounts, device inventory, management, and configuration utilizing Cisco Meraki Mobile Device Management (MDM), JAMF, and Apple Deployment Program (DEP) administration while planning, developing, and executing new technology initiatives
- Manages, oversees, and assigns duties to full-time computer and network technicians
- Recently developed, budgeted, managed, and successfully executed a 1-million-dollar technology infrastructure upgrade that included new switches, core routers, firewalls, wireless, interactive panels, data cabling, fiber, and more
- Additional ownership of managing and maintaining all security and communication systems including 2-way radios, security cameras, door access control, and phone systems.

Founder, Managing Director, 01/2004 - 01/2018

NewLink Technologies, LLC - Collingswood

- Provided local small businesses with cost-efficient and reliable on-site technology solutions
- Services included troubleshooting, network design, and installation, as well as advanced website development and graphic design solutions
- Serviced many mid-size Law Firms and various small businesses throughout the Philadelphia area, providing secure and reliable network infrastructures.

Senior Computer Technician, 05/2007 - 08/2011

Woodbury Public School District - Woodbury

- Developed procedures for off-site data backup, imaging, and deploying two hundred new workstations throughout the district each year
 - Managed and maintained network infrastructure, with 800 workstations and 25 servers
 - Responsible for group policy creation, user management, permissions, printer deployments, and software configurations, while completing approximately 700 technical support requests per year.
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EDUCATION AND TRAINING

**Bachelor of Science in Professional Studies, Information Systems,
05/2011**

Widener University - Chester, PA

- Honors: Dean's Honor List (2008, 2009, 2010)
- GPA: 3.98

Associate of Applied Science in Network Management, 12/2007

Rowan College of Gloucester County - Sewell, NJ

- Honors: President's Honor List (2006, 2007)
 - GPA: 3.66
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HOBBIES AND INTERESTS

- Participant in men's sports leagues, including soccer and golf.
 - Musician and Board of Trustees Member of a non-profit 501(c)(3) organization, the Fralinger String Band, mastering the alto saxophone.
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ACCOMPLISHMENTS

- Exceeded sales targets, with over 100% MSP and Quota Attainment each quarter.
- \$33 Million in sales revenue FY24, across 36 accounts.
- \$19 Million in sales revenue FY23
- 73% Increase in revenue Year/Year