

TIM PAVLOVICH, MSOLE

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VP OF SALES STRATEGY | SENIOR SALES DIRECTOR

Influential and award-winning sales professional with extensive managerial experience in the US and Europe. Successful business collaborator with a history of inspiring and developing top talent. Demonstrated ability to make optimal use of analytics within a strategic framework to achieve desired outcomes. Effective in designing revenue-generating procedures and constructing high-performing teams, while fostering strong relationships with internal and external customers.

AREAS OF EXPERTISE

Strategic Sales, Operations, & Planning | Team Building / Leader of Leaders | Digital Transformation
Executive Communication | Client Retention & Acquisition | Organizational Change | Hardware & Software Solutions
Business Development | Channel & Alliance Management | IOT Embedded Solutions | International Sales

PROFESSIONAL EXPERIENCE

VMWARE | AUSTIN, TX

2020-PRESENT

Global Account Manager (Client Director) - Healthcare

- Director level role, coaching and overseeing 60+ employees on sales strategies to optimize performance.
- Work in partnership with leading healthcare CTO to build financially viable business cases for upgrading patient-facing software and system components to provide exceptional care to patients.
- Create an internal, cross-functional team with a clear mission and plan for delivering solutions.
- Receive recognition for producing customer incentives to engage with clients (Google Cloud & Microsoft Azure).
- Drive digital transformation and new business lines at Fortune 100 healthcare company while achieving annual success rates > 130% in first two years.

DELL TECHNOLOGIES | AUSTIN, TX & LONDON, UK

2004-2020

Director of Sales, Industry Solutions Group | Austin, TX

2017-2020

- Guided six sales teams (manager of managers) to increase sales velocity, scale operational expenses economically, and retain talent, resulting in over \$300M in revenue across startups, medium business and enterprise customers.
- Recognized for assembling teams of individuals from diverse backgrounds and points of view, demonstrating genuine dedication to and appreciation for DEI.
- Increased attention on DEI improved workplace decision-making, innovation, and employee engagement.
- Led strategy and successful implementation of first AI/ML powered sales propensity tools.
- Propelled company's growth and progress in three key areas: hiring new staff, promoting existing workers, and ascending management career ladder.
- Grew business to regain #1 Position in IDC Server Market Share, +9% Year-Over-Year to 53% in FY20.
- Maximized Enterprise Revenue by 23% Year-over-Year, Server Revenue by 27% Year-over-Year.
- Increased Enterprise Margin by 10% Year over Year, Server Margin by 14% Year over Year.
- Awarded President's Club 2020.

Director of Sales, OEM & IOT Channel Program – Americas | Austin, TX

2014-2017

- Launched and expanded \$500M OEM track for Dell EMC Channel Partner Program, allowing BU to reach new manufacturing clients in target industries, emerging markets, and territories.
- Directly accountable for revenue performance and strategy across OEM, Embedded, and IOT channel partners exceeding goal by >120 percent over four consecutive years.
- Awarded 3 consecutive years at Intel co-selling partner for OEM and Embedded Solutions

Director of Sales, OEM Channel Partner Program – EMEA | London, UK

2012-2014

- Exceeded international annual targets while directing sales performance and strategy across OEM, embedded, and IOT partners across Europe, Middle East, and Africa.
- Aligned partner program to support OEM Solutions sales division and enable Dell to engage new clients in target verticals, emerging markets, and global geographic areas.

Services Sales Executive | Austin, TX**2010-2012**

- Accountable for prospecting, qualifying, leading, negotiating, and closing sales deals in areas of infrastructure, consulting, and outsourcing.
- Achieved success in significant customer breakthroughs comprised of supply chain consultancy, cloud services, and delivery of global account support programs.
- Delivered 12 % annual growth rate and surpassed margin targets by 300 basis points.

Account Executive | Austin, TX**2006-2010**

- Executed OEM solutions for companies integrating computers, such as medical imaging workstation for Fortune 100 firm, network appliance for security software business, & turnkey desktop solution for automotive software company.
- Named FY2008 and FY2009 "Account Executive of the Year".
- Ranked top 5% of planners (100%+ accomplishment) each year.

Inside Sales Representative | Austin, TX**2004-2006**

- Secured contract with a major OEM client, earning \$1M in first two quarters, dethroning IBM from long-held position.
- Earned Sales Rep of the Quarter (Q2FY06 + Q4FY06).

EDUCATION

Master of Science, Organizational Leadership & Ethics | Saint Edward's University | Austin, Texas
Bachelor of Business Administration, Marketing | Baylor University | Waco, Texas