

Sean Kenis

Federal OEM Account/Alliance Manager at Dell EMC

wjkenis@gmail.com

Summary

Over twenty five years of Federal/Public Sector management, strategic and business planning, federal system integrator, business development, channel and capture experience in the information technology industry; Innovative and insightful sales professional with exceptional technical acumen, a strong customer focus, and extensive experience in the high-tech sector. Proven ability to mentor and motivate high-performance teams; manage demanding, high-profile accounts; and implement plans, strategies, and tactics that increase sales, margins, and market share; Change manager who consistently exceeds stakeholder expectations while working in challenging, deadline-driven environments; Excellent communicator, writer and strategic thinker willing to work extremely hard to exceed goals and achieve results.

Specialties:

P&L * Strategic Planning * People, Program & Project Management * Revenue Growth * Account & Territory Management * Business Development * Client Relations * Sales Cycle Management * Proposal Development * Needs Assessments * Product & Services Marketing * Sales Forecasting * Negotiations * Expense Control * Cost-Benefit Analysis * Deployments & Migrations * Consulting * Reseller & OEM Agreements * Federal System Integrator (FSI) * Channel Relations * Top Secret Security Clearance * Cloud Deployments IaaS, PaaS, and SaaS * Competitive Pricing

Experience

Federal OEM Account and Alliance Manager at Dell EMC

2017 - Present

Building innovative solutions for the Federal market is what we do every day. And since 1999, Dell Global OEM Solutions has been working with companies and governments around the world, in over 40 industry verticals, to help efficiently develop go to market solutions by building Dell's hardware, software and services into their own solutions. At Dell OEM we work with the Federal government to find ways to meet its rigorous mission requirements to effectively deploy critical solutions. With support in over 180 countries, Dell OEM has the breadth to help the Federal government securely manage and support solutions around the world.

Director of Public Sector Business Development and Capture at Oracle

2015 - 2017 (3 years)

Director of Business Development and Capture for Oracle Public Sector Systems and Cloud Infrastructure; Capture and Business development is about building successful teams and solutions for users and partners to drive growth, pipeline and revenue. It's about leveraging every specialty, capability, network, and relationship to drive partnerships with users, channels and prime contractors to win new and incremental business.

Federal System Integrator Alliance Manager at EMC

2013 - August 2015 (2 years 8 months)

Understanding the role the prime contractor plays in the business development and capture process is an important step in developing new incremental business, pipeline, and revenue. Being able to build solutions and services that help system integrators and prime contractors develop winning proposals is essential to working collaboratively with these partners to create win-win situations and scenarios. It's about doing the hard work and research to develop and build a solution that supports the Primes efforts to provide winning proposals to the customer, resulting in increased Wins!

Federal System Integrator Account Account Manager at Symantec

2012 - 2013 (2 years)

Developing best in class solutions and leveraging the capabilities of your organization is the most efficient way to support systems integrators, prime contractors and solution providers. Doing the hard work to find the appropriate solutions, whether it's standard off the shelf products or developing the specially engineered/developed solutions (OEM) the prime contractor requires to win, is key to success in building your pipeline with these strategic partners. Understanding the particular requirement and user needs of a program in pursuit and being able to build and develop an appropriate solution to help solve the mission requirements to increase win probability will assure strong partnerships and increased pipeline and revenue growth.

Director Department of Defense and IC Accounts at Citrix Systems

2010 - 2012 (3 years)

Hiring smart motivated and collaborative sales people and managers, is one of the fastest and most efficient means to gain and develop incremental pipeline and revenue growth. As a sales leader, it's important to develop and promote a culture of collaboration and success. Understanding customer requirements and mission needs, and being able to craft successful messaging around product capabilities to meet those needs, is an important and necessary skill required for a successful sales organization. As important, is the requirement to develop and drive process and cadence to assure the particular goals and strategic direction of the organization are being met, and if needed appropriate change and course correction can be implemented quickly in order to continue to move the business in a positive direction of growth and increased revenue.

Director Federal at Lenovo

2008 - 2010 (3 years)

The Big challenge, how do you grow and develop business when working with companies of foreign ownership in the United States federal market. Much of the process and activity is similar to any sales organization in the federal/public sector space. However, strategically building a business around a company with foreign ownership in the federal market presents substantial and different challenges. How do you; 1) assure the organization meets the complex federal security and supply chain requirements; 2) leverage the appropriate government affairs and marketing resources to affect change; and 3) insure the organization meets the TAA and BAA manufacturing requirements. In many cases, it requires leveraging internal OEM organization and alternative manufacturing sites in order to meet specific federal processes and procedures around manufacturing and delivery of products by foreign entities. These present interesting challenges that require high level communication, planning and an ability to build strategic business plans that can convince executives to invest appropriately in the market in order assure compliance and achieve successful growth.

Director/Manager Federal at Guidance Software

2006 - 2008 (3 years)

Growth in the federal security market is challenging, as it is vitally important to differentiate your capabilities against the many companies looking to stake a claim to improved security, compliance, and reduced risk. As the director of Guidance Software's federal division responsibilities included strategy and planning, P&L, sales, business development, channels, SI's and engineering. Effectively, leveraged corporate resources to develop specific solutions as needed by government agencies, and developed the federal solutions strategy around forensics, incident response, eDiscovery, and personally identifiable information. Successfully grew sales year over year.

Director/Manager Sales, Business Development, System Integrators, and Channel in Federal Markets at HP

1995 - 2006 (12 years)

In over a decade spent with HP and Compaq, responsibilities included civilian agencies sales, business development, channels, and capture. Promoted to direct all federal civilian business operations including strategic planning, customer relations, marketing, sales, and channel partnerships. Worked closely with the Digital Equipment Corporation (DEC), HP and Compaq acquisition teams to provide a seamless integration of sales, marketing, and operations. Managed a \$400 M+ revenue budget and organization of over 30 employees. At HP we build a client centric solutions sales approach, developed cadence and sales process to assure forecasting accuracy, and worked closely with all cross-functional divisions to gain important customer insights and develop appropriate/needed solutions for the government market. Won Compaq's first prime contract with NASA valued at \$165M in revenue through development of successful business strategy.

Manager Federal, Sales, Channel, Business Development EPSON OEM, at Epson America, Inc.

1986 - 1995 (10 years)

As the manager of Federal Sales for Epson America, in the OEM division, responsibilities included, capturing/winning new contracts and vehicles, developing partner relationships, building pipeline, and growing incremental Federal business with Epson customers and clients. Because of the challenges in building a federal business for a Japanese company, and the needs of the federal government for specific and defined requirements and specifications, I Developed a plan to move the Epson Federal organization to the OEM division from the commercial division. Having the federal organization be a part of the OEM division, gave Epson America the ability to build and develop specific products that met the unique requirements of the federal government. Specific examples included printers and personal computers built to meet the requirements of specific federal contracts. Other responsibilities included defining requirements and presenting the needs to OEM division in order to scope the opportunity and develop compliant solutions for the federal organization.

Education

Virginia Tech

BS, Industrial Engineering and Operations Research

Averett University

MBA, Business Administration and Management, General

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[Contact Sean on LinkedIn](#)