

Please watch my online video resume at:

<http://www.jeffmonday.com/resume.html>

### Employment Objective

iPhone Sales Enterprise Account Manager

- Demonstrates performance in managing time and resources for maximum personal and operational productivity including implementing GTD processes to manage multiple projects to completion.
- Motivated, intuitive, and extremely effective at building C- Level Relationships
- Exceptional at generating and closing personal sales opportunities to exceed quota goals
- Skilled presenter with strong history of building and delivering sales presentations that lead to enterprise-wide sales opportunities.

### Work Experience

- **Apple Inc.** | Higher Education Account Executive III | 2005 to Present
  - Responsible for maintaining executive level relationships with large accounts; meeting with Presidents, Provosts, Deans, CIOs, and other high ranking executives within the institution
  - Identified, established, and managed strategic relationships to leverage significant business opportunities (iTunes U, iPhone, iPad, etc.). Worked with cross functional groups within Apple to drive significant sales, professional services, and marketing opportunities to completion
  - Responsible for a \$31 million/year territory in Southern California with a high concentration in R1 and Medical universities focused on solution selling
  - Developed and closed multiple iOS 1-1 opportunities while working with network carrier
  
- **Apple Inc.** | Regional Campus Representative | 2001 to 2005
  - Managed 5 student campus reps over 3 year period
  - Helped grow a \$20 million/year territory in Southern California
  - Created innovative marketing and sales approach that beat sales target for 3 consecutive years
  - Launched an advertising campaign used in the Western United States for Apple's Higher Education Division

References available upon request or watch online at [www.jeffmonday.com/resume.html](http://www.jeffmonday.com/resume.html)

**Creative. Tenacious. Effective.**

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→ **UC Irvine Bookstore Marketing** | Marketing Coordinator | 2001 to 2005

- Assembled and managed team that rebranded the store and book.uci.edu with lifestyle branding
- Grew online sales numbers by 1,000% in 2 year period
- Planned and executed 15 successful marketing and advertising campaigns

→ **TechRoom Inc.** | Account Executive | 2003 to 2005

- Successfully met sales target that generated more than 50% of company revenue
- Increased the revenue per transaction by more than 10%
- Created and grew a regional channel for small business by 130% and individual referrals by 200%

### **Education**

**University of California Irvine, Irvine, California**

Bachelor's Degree in Social Sciences | June, 2005

Major: Economics

- Dean's List