Trey Mears

Relentlessly pursuing and delivering enterprise sales wins with positive business outcomes

*Leader, Mentor
Speaker, Enabler,
Engineering Resource
Customer Advocate*

www.treymears.com

An innovative and dynamic technology sales leader with a proven track record of exceeding targets, driving digital transformation and inspiring technological adoption all while promoting growth, efficiency, and mutual success.

Applying his strong leadership skills and entrepreneurial spirit, Trey excels at building meaningful customer relationships, teams, and people guided to reach a common goal or outcome.

Trey is often relied on for his strategic expertise to assist with planning and execution, including the ability to develop comprehensive go-to-market plans and effectively lead teams to execute them.

Trey also possesses strong presentation and communication skills where he thrives as a compelling speaker and motivator specializing in digesting and unpacking complicated technical concepts for distribution and delivery to broader audiences.

Most Recent Role: Senior Vice President, Crossvale *(Recently laid off due to re-org and re-structure)*

Previous Career Roles: SVP, CTO, Senior Director, Director, Manager, Assistant Manager, Senior Architect, Architect, Practice Lead, Senior Consultant, Systems Consultant, Cloud Specialist

SVP OEM at Crossvale

Senior Solutions Architect for Enterprise Accounts at Red Hat

Dell Technologies Roles (10 Years)

Linux Solutions CTO
- *Responsible for driving YoY top line revenue growth for Linux Solutions & OEM businesses at Dell Technologies*
- *Leadership and development of global/regional GTM strategies; including operational and technical alignment*
- *Provide thought leadership/direction for contracts, engineering, product groups, marketing, pre-sales and sales organizations*
- *Manage enablement/event activities involving account teams, specialists, partners and customers for all Red Hat solutions*

Open-Source Cloud Specialist - NA Pre-Sales - Technical leadership with telecom and large strategic accounts

Enterprise Systems Consultant - PNW Pre-Sales - Technical leadership for enterprise accounts in the PNW

Key Accomplishments

- Secured global contracts, NDA, funding, comp and product for service offerings with Dell Technologies
- Launched Customer One Stop Program for NA SA's
- Launched "Poll Position" Customer Feedback Program
- Responsible for YoY revenue growth in S&P/OEM
- Launched **delltechnologies.com/redhat**
- Launched internal resource page for Red Hat
- Launched global Red Hat reporting program
- Content creation of over 100 joint assets
- Enablement of internal and external teams
- Implemented Dell Software Sales Dashboard
- Led sales campaigns influencing <1B in REV
- Presented at 100 events over 18 months

Strengths

- **Free Thinker** - Ask questions, challenge status quo, bring new ideas.
- **Strategic & Analytical** - Data driven planner with pragmatic, results driven approach
- **Content and Asset Creation** - **P**resentations, guides, dashboards, whitepapers, playbooks, briefs, battlecards, webinars, training, enablement as well as sales and MBO plans. Documents and assets were for internal and external consumption.
- **Public Speaking** – Sought out public speaker, trainer and coordinator for local, national and international events, webinars and conferences.
- **Leader and Mentor** - Listen, learn and lead by example and ongoing peer mentoring.

Near Term Development Opportunities

- Increase awareness and time spent listening to customers and partners
- Increase self awareness via '360 Feedback' process
- Identify executive mentorship to help bridge to next role
- Continue to mentor associated colleagues and professionals

Career Goals

- **Current –** Strive to be the trusted advisor to my team and customers. Continue to influence and provide enterprise solutions that deliver mutually beneficial positive business outcomes to my customers while delivering overall top line YoY revenue growth with the sales team.

- **2-3 Years** - Broaden leadership and functional experience by pursuing a leadership or executive role in sales, pre-sales, global alliances, or product.

Education, Certifications, Organizations

- Portland Bible College
- Columbia Basin College: Computer Science
- Technical Industry Certifications, Accreditations & Training
- Sales Training