

MARCUS D WHITE

ENTERPRISE SALES | GTM | OEM | ACQUISITION

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ENTERPRISE SALES, PARTNER, OEM & GTM LEADER CONSISTENTLY DRIVING \$100M IN NET NEW REVENUE AND EXECUTING NATIONAL STRATEGIES ALIGNING MULTIPLE CORPORATIONS AND BUSINESS UNITS TOWARDS CUSTOMER OUTCOMES.

ACHIEVEMENTS

PRESIDENTS CLUB WINNER

FY21

LARGEST SLED DEAL BOOKED

FY23

NORTH AMERICA MVP

H1 & H2 FY22

687% QUOTA ATTAINMENT

FY20

SKILLS

Enterprise & Commercial Sales

SLED Sales

Account Management & Expansion

Strategic Partnerships & Alliances

Go-to-Market Strategy Execution

C-Level & Technical Presentations

Lead Conversion

Quota Achievement

Cybersecurity Sales

Cloud Computing & SaaS

OEM & Channel Partner Sales

IT Infrastructure & Software Sales

Data Center & Networking Solutions

Salesforce & Pipeline Management

Cross-functional Team Collaboration

Negotiation & Contract Management

Customer Relationship Management

REFERENCES

ANTHONY WONG
DELL TECHNOLOGIES
DIRECTOR NA CORP ACQ

BRYAN GREGORY
VMWARE
DIRECTOR DSAT

MICHAEL DELUCA
VMWARE/BROADCOM
GEO LEADER

JR WEAVER
VMWARE/BROADCOM
DIRECTOR

PETER SQUEGLIA
DELL TECHNOLOGIES
MANAGER

SUZ LOISCH
VMWARE/BROADCOM
MANAGER

WORK EXPERIENCE

Account Director – Global OEMs

Broadcom (2023 – 2024)

- Executed market realignment strategies during the VMware integration phase.
- Managed strategic communication and partner relations through the integration.
- Led OEM-customer negotiations during the acquisition, ensuring seamless sales continuity.
- Broadcom's post-integration strategy involved the restructuring of OEM agreements, initiating extended corporate negotiations that remained in progress at the time of my departure.

Territory Manager – Global Partners

VMware, Acquired by Broadcom (2022 – 2023)

- Delivered \$100M+ in net-new bookings across multi-region partner territories, exceeding targets by 200%.
- Built strategic partnerships and executed Go-to-Market strategies, significantly increasing market penetration.
- Consistently achieved recognition for exceptional sales performance and largest deal booked in North America H1FY23 in SLED.
- Successfully managed complex negotiations with C-level and technical stakeholders, securing net new multi-million-dollar Enterprise Agreements.

Account Executive – Enterprise & Commercial Acquisition

Dell Technologies (2018 – 2022)

- Achieved President's Club FY21, NA MVP H1FY22 and H2FY22.
- Generated \$168M+ in revenue targeting under-penetrated Enterprise accounts by crafting a scalable sales strategy later adopted nationwide.
- Exceeded targets by 687% in the first year.

Account Manager – Cybersecurity Software Solutions

IBM Security (2016 – 2018)

- Prospected and qualified enterprise and commercial software sales generating multi-million-dollar revenue within the IVM Security portfolio.
- Developed and led customer presentations on cloud and AI-driven cybersecurity solutions and full presales cycle of net new contracts.
- Recognized for exceptional sales performance, consistently surpassing sales quotas and leading all key performance indicators.
- Collaborated with engineering and product teams to optimize and align solutions with client needs.

Business Development Representative

AppNeta, Acquired by SolarWinds, and now Broadcom (2016)

- Specialized in pipeline generation through outbound prospecting, 100+ calls and 100+ emails per day.
- Achieved top-performer status, driving pipeline growth in a highly competitive tech startup.
- Worked closely with sales leadership to refine outreach strategies, increasing lead-to-conversion ratios by 60%.
- Built strong relationships with prospects, accelerating sales cycle efficiency.