

Shannon Sanborn
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Professional Experience:

Government Sales Specialist

April 2013-

Director of Federal Consulting and New Business Development

GSS provides expertise for our clients in establishing and accelerating federal government sales and business development through a consultative and proactive approach. This approach enables GSS to assist government entities in achieving targeted goals and initiative's by having access to and partnering with our portfolio of intelligent solutions.

- Consult and work directly with IT, CIO's, CTO's, C level, and high ranking officials to address their needs for security identification, qualification and initiatives within USMC, USAF, NAVY, ARMY and Civilian Agencies.
- Manage the end-to-end sales process for all opportunities including initial client communication, on-site presentations, RFI response, multi-day client workshops, RFP submission, negotiation and deal signing.
- Close Government deals initiated by GSS for clients ensuring GSS client performance and ROI.
- Support all key business development parameters – value discovery and statement, technical value proposition presentation, relationship building, contract negotiations and compliance.
- Remain the focal point for all communication and sales activities with prospects and customers.

GSS Achievements:

- **Increased new business development by 5.5 million within the first 9 months of employment.**

Nihon Kohden

July 2012-April 2013

Prefense Early Detection & Notification System Account Executive

Nihon Kohden America is a leading manufacturer of instrumentation for Patient Monitoring, Neurology and Cardiology engaging partnerships to improve clinical efficiency, outcomes and financial performance

- Present and preemptive in identifying patient distress and adverse events to decrease patient unplanned transfers, capacity issues, lack of staff, late discharges, and unbalanced OR/procedure schedules.
- Seamlessly migrate both routine vital signs and physiological monitoring enabling earlier interventions, avoid unplanned ICU admissions, decrease LOS and improve quality and safety.
- Identify new prospects within Hospitals by calling on Physicians', Directors, CNO's, CFO's, Quality Care Management, Risk Management, Bio Med, CMO, Hospitalists, and Director of RR.

Xerox Corporation, Washington DC

April 2007-July 2012

Senior Federal Optimization Consultant

Xerox (NYSE: XRX) is the world's leading enterprise for business process and document management. Our services, technology and expertise enable workplaces from small businesses to large global enterprises.

- Manage the entire procurement cycle with the accountability of engaging/organizing a team of specialists to support the specific requirements mandated by the Department of Navy specific to each Commands needs
- Develop and implement business plans for current / new customer client base to identify, provide, and support incremental value added services and/or products in accounts segmented in the Public Sector Federal Operations.
- Advise and provide consultative feedback for new and existing building floor plans for the purpose of saving space, eliminating/adding resources, optimizing workflow and ensuring mandated LEED requirements are met.
- Lead implementation, planning and direction of on-site deliveries of MFD's up to 267 recommended solutions.
- Work directly with IT, CIO's, and high ranking officials to address their needs for security across the NMCI network to ensure all rules and regulations are met and mandated to protect PII and Classified materials for the Department of Navy.
- Work directly with Purchasing Agents and Contractors to write SOW's, respond to formal solicitations, secure and submit Purchase Order's

Xerox Achievements:

- 165.4% of quota and Presidents Club for 2011
- 104% of quota for 2010
- 106% of quota for 2009
- 165.6% of quota and Presidents Club for 2008
- 97% of quota for 2007
- Secured the largest account in the Federal Sector billing 12 million over a five year term

3i Implant Innovations, Palm Beach Gardens, FL

January 2004- August 2006

Territory Sales Manager, Washington DC

3i offers one of implant dentistry's most comprehensive lines of Dental implants and restorative components augmented by a growing line of regenerative products.

- Call on Oral Surgeons, Periodontists, and General Dentists to create new business while maintaining current customer relationships through a peer-consultant approach.
- Conducted lunch and learns for Drs. and their staff on an average of 3 times a week to educate and update accounts on new and current products/devices.
- Organize numerous formal education programs with guest speakers and develop and present Continuing Education programs for doctors and staff up to 50
- Stand chair-side to provide assistance/support as needed in Restorative as well as Surgical procedures when using 3i products/devices.

3I Implant Achievements:

- **Ranked #2 in region at 99% of quota.**

Capitol Office Solutions, Beltsville, MD

March 1999 – June 2004

Virginia Sales Manager

Capitol Office Solutions is the elite service and sales provider of digital technology from the esteemed manufacturers of digital equipment: Canon, HP, and Konica.

- Responsible for hiring and training a team of five inexperienced sales representatives on sales techniques, company practices, and account maintenance.
- Oversaw every aspect of my team's sales from initial appointment and negotiated contract to final delivery and network implementation.
- Worked with the President and Vice President of Sales in order to develop strategies to increase Virginia market share and dominance.

Senior Account Executive

- Generated new business while maintaining current customer relationships.
- Consistently exceeded monthly quotas

Capitol Office Solutions Achievements:

- **Presidents Club for the year 2000.**
- **Elected Mentor of the year by new reps on Maryland sales team for year 2000.**
- **341% of quota between April 2000 and September 2000.**
- **253% of quota between October 2000 and March 2001.**
- **Produced second highest revenue in company totaling over one million within one year.**
- **Earned award of \$750 car allowance per month.**
- **Promoted to Manager of VA sales team.**

Education

Frostburg State University, Frostburg Maryland

- Bachelor of Science

Graduation May 1997

Major: Political Science

Minor: Business

- Member of the Varsity Swimming, Captain: Years 3 & 4, Member of Phi Sigma Sigma Sorority

