

John Schwantes

IT Services Consultant at All Covered

Experience

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January 2015 - Present (1 year)

From the cloud to information management to IT services, All Covered helps your employees have the information and tools they need to succeed in today's ever evolving world. We offer a spectrum of technology solutions that have been helping companies with their IT and technology needs for many years. With over 700 engineers in more than 30 markets, All Covered can be your single point of accountability for all your technology needs. All Covered is a nationwide technology services company focusing on the unique computing, networking, and application needs of businesses across all verticals. All Covered is a division of Konica Minolta Business Solutions USA Inc. Through our local office in Las Vegas, you'll receive a customized solution for your IT network.

Strategic Account Manager at Softmart

August 2013 - October 2014 (1 year 3 months)

Softmart is a global provider of all things IT. We take a strategic approach to offering IT products and services, and our goal is to help our clients ensure that every IT dollar is well invested. **Cost Containment:** Our 25 years of industry experience helps our clients acquire and manage technology, control costs and alleviate compliance concerns. **Optimization:** How a client buys is every bit as important as what a client buys. We apply a strategic approach to managing the IT supply chain, adding value to the process as well as the products. **Advocacy:** Our clients call us an extension to their IT and Procurement organizations. Though we represent thousands of publishers and manufacturers, we work for our clients. Our goal is to help them make the right IT decisions for their business - so they can get back to doing business.

Sr. Account Executive at GoNet USA

March 2012 - May 2013 (1 year 3 months)

C-level technical sales. This includes analysis, design, and presentation of network infrastructure solutions in regards to WAN optimization. GoNet is a Value Added Reseller of Riverbed products.

Sr. Product Sales Manager - Targeted Email at CareerBuilder.com

August 2009 - May 2011 (1 year 10 months)

Brought consultative sales mentality to position and grew email revenue from \$13.1M in 2009 to \$17.M in 2010. Only member of 20 person team to achieve over 100% of revenue goal.

Major Account Executive at CareerBuilder.com

August 2008 - August 2009 (1 year 1 month)

Achieved \$1.5 million annual quota utilizing value-based sales methodology by selling consultatively, building account plans, identifying and developing leads, setting appointments, conducting account research, leading sales calls, and creating relationships that lead to new business opportunities for the company. Regional MAE of the month for April and May 2009. Regional MAE of the quarter for 2nd Quarter 2009.

Business Development Manager at emfluence

January 2008 - July 2008 (7 months)

Emfluence is a leading Interactive Marketing firm focused on website development, SEO, PPC, and email marketing. Utilized consultative sales approach learned through ongoing training of David Sandler's Sales System. Advised clients on best practices regarding e-mail marketing.

Outside Sales Manager at Jobing.com

December 2006 - December 2007 (1 year 1 month)

Met with C-Level executives to discuss hiring and employment advertising strategy. Ranked 4th in the country for overall revenue and subscriptions closed for 2007. By utilizing consultative sales approach and tremendous customer service, hit 100% renewal goals 10 out of 12 months. Achieved Industry Manager promotion in shortest time possible. Managed inside sales force, and grew guaranteed monthly revenue from \$5,000 to \$40,000 per month.

Founder at JHoward Recruiting

February 2001 - December 2006 (5 years 11 months)

Contingency and retainer recruiter for Cisco Network Professionals. Utilized resume databases such as Monster.com, Careerbuilder.com, and ComputerJobs.com to match qualified candidates to client companies' open positions. Contractor for Calence Inc. recruiting department in 2003. Grew company from 90 employees to 135 employees in 10 months. Recruited new employees into Cisco network consulting positions (Core Networking, Voice, Security, and Performance Solutions) as well as internal positions such as Financial Services, Management Services, and Sales.

Certifications

Microsoft Certified Professional (MCP)

Microsoft License 10683661 - Volume Licensing Specialist, Large Organizations May 2014

Riverbed Sales Associate (RSA)

Riverbed

Riverbed Sales Specialist (RSS) - WAN Optimization

Riverbed

Riverbed Technical Sales Associate (RTSA) - WAN Optimization

Riverbed

Riverbed Technical Sales Specialist (RTSS) - WAN Optimization

Riverbed

Skills & Expertise

Consultative Selling
Cold Calling
Salesforce.com
Sales Process
Account Management
Demand Generation
Email Marketing
Product Management
Contract Negotiation
Selling
Sales Operations
Sales
Strategy
Business Development
Management
Strategic Planning

Education

University of Missouri-Columbia

Bachelor of Science, Industrial Engineering, 1994 - 1999

Activities and Societies: Pi Kappa Alpha - President 1997

Honors and Awards

Rapport Leadership - Master Graduate (Leadership Breakthrough One, Leadership Breakthrough Two, Power Communication)

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[Contact John on LinkedIn](#)