

QUALIFICATIONS

- Over 18 years of experience working with software, hardware, telecommunications, cloud and web-based technologies
- Over 15 years of sales and entrepreneurial experience with Startups, SMB, Midmarket (SME) and Enterprise customers
- Over 10 years of leadership experience
- Bachelor's degree in Computer Information System, Business Management and Marketing
- Strong communication/presentation skills and bilingual (Haitian Creole)

EXPERIENCE

Amazon Web Services, Arlington, VA

Regional Sales Leader

April 2021-Present

- Manage the SMB Engaged team for the East Coast of the United States
- Responsible for ensuring optimal sales team staffing, training readiness of sales professionals and delivering results.

Ken Beauvais LLC, Fort Myers, FL

Living The Dream

April 2005-Present

- Motivational Speaker, Business Consulting and Sales Coach

PocketWatcher (formally ArCEOns), Fort Myers, FL

Founder, CEO

July 2011-Present

- Presented to IT professionals and investors about the technology infrastructure and profitability. Recognized as a Bright, Young Entrepreneur, and Future Business Leader **"40 under 40" by Gulf Coast Business Review**, Recognized by Governor Rick Scott for Inspiring Others, Patent Issued in 2020 (US 10/559,019), Trademark Issued 2020, acquired respected advisors
- Built prototype using HTML and other web-based technologies, Launched Demo version to small group
- Additional Patents and Trademarks pending

Comcast, Sebring, Sarasota, Venice, Naples and Fort Myers, FL

Regional Advanced Sales Manager, Comcast Business

February 2019-August 2020

Regional Sales Manager, Comcast Business

December 2016-January 2019

Business Account Executive 3, Comcast Business

January 2015-November 2016

Business Account Executive 2, Comcast Business

January 2014-January 2015

Business Account Executive 1, Comcast Business

March 2013-December 2013

- #1 Manager in data sales per active rep in May 2020, Only Manager in SWFL to hit data forecast in June 2020
- Promoted to Senior Manager 2019, successfully rebuilt new sales team
- #1 Manager in the company in Aug 2018 (157% of Quota), #1 Manager in SWFL for Advance, Ancillary and all Voice products in 2018, No Rep Turnover in 2018, Diamond Club Award in August (80 data), Sapphire Club Award in Sept (71 data), The only Manager in SWFL to earn both awards, Won 2018 Sept Voice and Video competition, 7,000 points for fast start in April 18,
- Earned two team outings, **Comcast B4U Counsel of Excellence Award for Central Division 2018**,
- Responsible for leading the team to over \$35 million in new customer acquisition contracted billing sold (2016 to 2020)
- Strategically target medium size businesses that will benefit from Comcast advanced and hospitality
- Lunch with Leaders- 8 of 12 times in 2014, averaged over 125% of quota, Central Fast Start Dinner (May 2013), #1 BAE II in the Region in Sept (189% of Quota, 2014) and Nov (176% of Quota, 2014), Number 2 BAE II in the Division for 2014,
- Sold over \$5.1m in new customer acquisition contracted billing (2013-2016), Quota Buster award 2015, #1 Hospitality Revenue in the Region June 2016 (272% of Quota),

Gartner, Fort Myers, FL

Global Account Executive, Events

June 2009-November 2011

- Articulate Gartner Events value to senior IT (C-Level) and business strategists in large complex organizations, understanding clients IT infrastructure (i.e. CRM, MDM, Cloud, Security, Network, etc.) needs while establishing new relationships and generating qualified leads, refine Gartner's messaging via effective and well executed sales campaigns, and ultimately driving increased profits to Gartner Events, Consulting and Research. **First to hit 2010 Quota and Winner Circle** numbers from North America EAS team, created website to access frequently used tools, created compensation reconciliation tool, created a tool to track performance and/or gaps from quota, other self-motivated and solution orientated task are available upon request

EDUCATION

Florida Gulf Coast University, Fort Myers, FL

Bachelor of Science Degree(s) in Computer Information System, Business Management and Marketing

- Triple major/degree - completed concurrently (1st and Only)
- Dean's list, **FGCU Hall of Fame**, Mr. FGCU (Homecoming King)
- Leadership roles in 6 student organizations

Center for Leadership and Innovation, Fort Myers, FL

Certificate of Completion in Institute for Responsible Corporate Governance

COMMUNITY INVOLVEMENT

Leadership – Highlights

Vice Chair of Haitian American Chamber 2020
Business Dev Chair of Haitian American Chamber 2019
Organizer/Coach of Startup Weekend Fort Myers 2017
Ultimate Startup Road Warrior (goo.gl/nnTJGI), 2013

Recognitions and Awards – Highlights

Patent Issued "Centralized E-commerce Overhaul", 2020
Comcast B4U Counsel of Excellence, 2018
First to Graduate with a Triple Major in FGCU History
Lee County NAACP Education Award,
3rd Place Best Hackathon Overall App (AT&T Hackathon), 2012

