



## Nathan Madins · 1st

Award-Winning Sales Executive | US Army Officer | Chinook Helicopter Pilot | Team Builder

Austin, Texas Metropolitan Area · [Contact info](#)

500+ connections



Microsoft



The University of Texas at Austin

 Message

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### Verifications



#### Workplace

Nathan has verified their workplace as Microsoft.

Show verifications →

### About

★ WHAT I DO: I help companies achieve unprecedented sales, build successful teams, and nurture colleagues by fostering loyalty, trust, and highly regarded relationships that consistently lead to sales growth. I act decisively and with dignity while exhibiting the key elements of team leadership. I am metrics-driven, entrepreneurial, and collaborative in my approach to regularly uncovering new business and market opportunities. I offer sophisticated problem-solving proficiency and have a passion for cutting-edge technology.

#### ★ HOW I DO IT:

Team collaboration and relationship-building are the essential components of any success. I reduce internal and external complex barriers and challenges to support my team's achievements and lead my teams in strategic vision, sales forecasting, executive planning, and market strategies. I form and enhance external executive rapport to foster vital customer relationships transforming prospects into clients.

### ★ AREAS OF EXPERTISE:

- ✓Sales Leadership
- ✓Team Building
- ✓Enterprise Sales
- ✓Strategic Planning
- ✓Ecosystem Culture
- ✓Organizational Communications
- ✓Program Alignment
- ✓Executive Engagement
- ✓Coaching and Mentoring
- ✓Team Nurturing

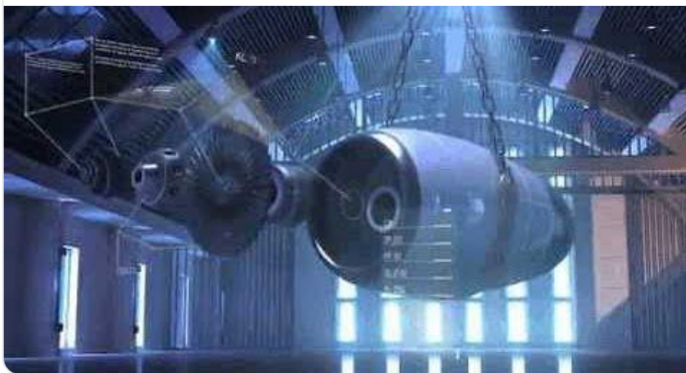
### ★ WHAT PEOPLE SAY:

💡 "He just gets it. But he gets it, because he's earned it and lived it. Nathan is truly one the most cross functional leaders I've worked with and although he is phenomenal in front of our customers leadership, I believe he gets more reward and excitement out of coaching his team, and their teams, on being phenomenal." – Abe Taylor

💡 "Build something 100 people love, not something 1 million people kind of like (courtesy – Brian Chesky). This is a quote that keeps ringing my bells, as I continue to work with Nathan for over 7 years now. Apart from "out of the box thinking", "getting the best out of the team", "infectious positive attitude" and "balanced aggression", being kind and ability to influence/impact teams towards achieving set goals are the qualities that put's Nathan in a unique league. I have made myself a much better person in his company" – Sudheer Reddy

## Featured

Link



### ANSYS, Realize Your Product Promise YouTube

From cell phones to child safety seats, from airplanes to automobiles to construction equipment, from oil platforms to steam turbines: Products don't just power, protect and enhance our everyday lives. They are promises made by...

## Activity

2,731 followers

Posts

Comments

Nathan Madins posted this • 3mo

Join Microsoft at NVIDIA GTC March 20 – 23 to learn how we can deliver speed and scale in the cloud using Azure AI infrastructure: <https://msft.it/60485Fp9k> #GTC23 #MakeAIYourReality #AzureHPCAI



### Microsoft to showcase purpose-built AI infrastructure at NVIDIA GTC

azure.microsoft.com • 3 min read

👍 17

Nathan Madins reposted this • 4mo



👍 76

Nathan Madins posted this • 4mo

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### Frame.io

app.frame.io

👍 12

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## Experience



### Director, US Manufacturing

Microsoft · Full-time

Aug 2022 - Present · 11 mos

Austin, Texas, United States



### Ansys

Full-time · 10 yrs 1 mo

- ### Vice President Enterprise Sales, Federal Aerospace and Defense

Jan 2021 - Aug 2022 · 1 yr 8 mos

Austin, Texas, United States

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### ★ WHAT PEOPLE SAY:

🗣️ "Nathan is one of the finest sales representatives that I have worked with in my professional experience. His exceptional interpersonal skills, coupled with his technical expertise equips him to represent his organization capabilities from both the business/management perspective as well as the technical perspective..." J. Fitzgerald, Sr. Director, MTSI

**Skills:** Sales Processes · Corporate Sales Management · Sales Leadership · Sales Organization Leadership · Sales & Marketing Leadership

## ● **Director, Federal, Aerospace, and Defense Enterprise Team**

Jun 2019 - Jan 2021 · 1 yr 8 mos

Austin, Texas Area

## ● **Honeywell Global Account Manager**

Jan 2014 - Dec 2019 · 6 yrs

Austin, Texas Area

- ✓ Developed and executed global account strategy based on KBI's, Supporting Metrics, and Deliverable Business Outcomes
- ✓ Drove global/regional reports to identify, engage, develop, and close pipeline
- ✓ Identified and nurtured C-Suite relationships throughout every level of influence
- ✓ Maintained a 3X pipeline
- ✓ Closed business while reaching company goals

Show all 4 experiences →



**Account Executive**  
FusionStorm

Mar 2012 - Aug 2012 · 6 mos

Greater Seattle Area

- ✓ Provided services to companies to design, configure, test, ship and install integrated products to all areas of the world
- ✓ Provided a proof of concept lab for customers to set up their network, VPN into it and run tests prior to making a purchase decision



## **Aeroflex**

Full-time · 5 yrs 1 mo

- **Commercial Area Sales Manager**

Apr 2008 - Mar 2012 · 4 yrs

Pacific Northwest

- ✓ Exceeded revenue target by 209% and bookings target by 225% in second year in territory
- ✓ Managed six major accounts in territory of seven states and Western Canada
- ✓ Strategically increased sales in an undeveloped area by \$500,000 in first year
- ✓ Consistently ranked in top 3 in sales for: revenue and bookings increases and strategic account and product development (as voted by executive management)
- ✓ Developed sales territory, driving it to split due to growth in July 2009 and necessitate addition of reps to help increase run rate business
- ✓ Developed key relationships, strategically grew accounts, and exceeded sales goals in a highly technical and complex sales environment. Representing a vast array of products: from avionics test equipment; to broadband environment generation and from analysis tools; to RF custom module design
- ✓ Worked with existing strategic customers (including AT&T, Boeing, Microsoft, Intel, Sierra Nevada Corporation, Sierra Wireless and TriQuint), identified new client needs, gathered requirements, won internal support, and spearheaded new product development to support them. New internal business units were created due to my efforts to meet new opportunities

- **Military Programs Area Sales Manager**

Mar 2007 - Jul 2008 · 1 yr 5 mos

Maple Valley, Washington, United States

- ✓ Transformed an underdeveloped territory and increased sales by \$2.5M in the first year
- ✓ Exceeded targets for annual team sales (\$52M) and overall sales (\$64M)
- ✓ Managed territory of 20 states and four Canadian provinces covering worldwide military accounts
- ✓ Developed future product planning roadmaps for needs of the war fighter



## **Chinook Helicopter Pilot**

United States Army Reserve

Feb 1995 - Jul 2009 · 14 yrs 6 mos

**Show all 11 experiences →**

## Education



### The University of Texas at Austin

BSEE, Electrical Engineering

1998 - Jan 2000



### Courses and Professional Development:

- ✓ Force Management Course
- ✓ The Counselor Salesperson by Wilson Learning
- ✓ Social Styles by Wilson Learning
- ✓ United States Army - Airborne School
- ✓ United States Army - Chinook Advanced Qualification
- ✓ United States Army - Initial Entry Rotary Wing
- ✓ United States Army - Aviation Officer Basic
- ✓ United States Army - Basic Non-Commissioned Officer
- ✓ United States Army - Primary Leadership Development

## Licenses & certifications



### Inclusive Leadership Course

LinkedIn

Issued Feb 2021

Show credential



### Rotary-Wing Commercial Instrument License

Federal Aviation Administration

## Skills

### Sales Processes



Vice President Enterprise Sales, Federal Aerospace and Defense at Ansys



Endorsed by Ubaldo Rodriguez who is highly skilled at this



5 endorsements

Endorse

## Corporate Sales Management



Vice President Enterprise Sales, Federal Aerospace and Defense at Ansys



4 endorsements

Endorse

## Sales Leadership



Vice President Enterprise Sales, Federal Aerospace and Defense at Ansys



3 endorsements

Endorse

Show all 48 skills →

## Recommendations

Recommend Nathan

Received

Given



**Andrew Byers** · 2nd

Director Strategic Partnerships at ANSYS, Inc.

August 7, 2014, Andrew managed Nathan directly

Nathan was (is) has some top-tier natural and developed skills pertaining to complex sales and account management. He has an uncanny mix of discipline and creative thinking that helps him stand out among his peers in the industry. Put that together with hard work and a good perspective on life and it makes for a great employee and role model. It was a pleasure ...see more



**Jeramie FitzGerald** · 2nd

Vice President of Business Development at Modern Technology Solutions, Inc. (MTSI)

January 31, 2012, Jeramie was Nathan's client

Nathan is one of the finest sales representatives that I have worked with in my professional experience. His exceptional interpersonal skills, coupled with his technical expertise equips him to represent his organization capabilities from both the business/management perspective as well as the technical perspective. Nathan has a holistic view of customer requirements ...see more



**Andy Bauer** · 2nd

Senior Sales Director at ANSYS, Inc.

January 31, 2012, Andy worked with Nathan on the same team

Nathan is a passionate, driven sales professional with a history of success. His technical knowledge is excellent and his sales skills are complimentary. Customers appreciate his

consultative approach for finding the best solution for their requirements. A true win-win sales manager.

Show all 7 received →

## Honors & awards

### ★ Notable Achievements ★

- Completed largest deal in Ansys history in 2020 with the first 9-figure Purchase Order
- Achieved "President's Club Status" in Leadership Roles: 2020, 2021
- Won Ansys "Game Changer Award" in 2019
- Won "Salesperson of the Year" 2018
- Nominated for "Salesperson of the Year" in 2016, 2017, 2018
- Achieved "President's Club Status" in 2016 with a 267% increase of plan, 2017 with 205% increase of plan, 2018 with 238% of plan, and 2019 with 214% of plan
- Completed largest deal for Honeywell and 2nd largest in Ansys history Dec 2016 and again in 2019
- Nominated for "Dominator of the Year" 2016
- Achieved "100% Club" for 2014 with 111% of Plan
- Nominated for "Q2 2014 Dominator of the Quarter"

## Languages

### English

Native or bilingual proficiency

## Interests

Companies

Groups

Newsletters

Schools



### Product Development

759,990 followers

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### Collins Aerospace

702,575 followers

+ Follow

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