

Nathan Madins

Sales Executive

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SUMMARY

Confident and capable sales executive creating loyalty, trust, and highly regarded relationships that consistently lead to sales growth. Acts decisively and with dignity while exhibiting the key elements of team leadership. Metrics-driven, entrepreneurial, and collaborative approach regularly uncovering new business and market opportunities. Steadfast executive presence, tireless drive, and profound integrity forged as an officer and Chinook helicopter pilot in the United States Army. Sophisticated problem-solving proficiency and passion for cutting-edge technology.

ACHIEVEMENTS

- Completed largest deal in Ansys history in 2020 with the first 9-figure Purchase Order
- 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
- Achieved "President's Club Status" in Leadership Roles: 2020, 2021
- 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"

SKILLS

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

EMPLOYMENT HISTORY

Vice President, Enterprise Sales, Federal Aerospace and Defense

Ansys, Inc. - Commercial Aerospace and Defense, Austin, TX / Jan 2021 - Present

- Led team to overshoot sales goal by \$20M which remedied \$20M deficit, allowing leadership to meet goals
- 100% of team reached sales goals from 2020 to date
- Completely developed and piloted required company-wide Individual Development Plans (IDPs)
- 10% of team reached President's Club Level while company average is 2%
- Averages 112% of sales goals
- Reducing internal and external complex barriers and challenges to support team's success

- Lead team in strategic vision, sales forecasting, executive planning, and market strategies
- Mentor, coach, team build, and promote employees while identifying progress through excellence
- Collaborate and consult with stakeholders, internal departments, and team members
- Thought leadership for best practices and Individual Best Practices (IBP)
- Leverage team for strengths, direct managers, and minimize team weaknesses to create high performance
- Forming and enhancing external executive rapport to foster vital customer relationships

Director, Federal, Aerospace, and Defense Enterprise Team

Ansys, Inc. - Commercial Aerospace and Defense, Austin, TX / Jul 2019 - Jan 2021

- Promoted ahead of peers to FA&D leadership role
- Achieved MYA in 12 of the 13 enterprise accounts within the first 24 months, generating over \$300M in TCV
- Developed and executed strategy based on programmatic and ecosystem sales
- Drove accurate sales forecasts using team nurturing and coaching skills
- Multiply impact of team by fostering C-suite relationships through every level of influence at the customer base
- Utilize operational strengths to support and guide team toward outcomes aligned with company goals

Honeywell Global Account Manager

Ansys, Inc. - Commercial Aerospace and Defense, Austin, TX / Jan 2014 - Dec 2019

- 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

Area Sales Manager, Washington State and Arizona

Ansys, Inc. - Commercial Aerospace and Defense, Austin, TX / Aug 2012 - Jan 2014

- Won 2013 "Rookie of the Year Award"
- Achieved "President's Club" for 2013 with 105% of plan
- Nominated for "Q3 2013 Dominator of the Quarter"

Area Sales Manager

Fusion Storm, Maple Valley, WA / Mar 2012 - Aug 2012

FusionStorm is a full-service IT company that delivers World Class Products, Engineering, and Support Services to companies around the world. FusionStorm is a national VAR with a global presence.

- 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

Commercial Area Sales Manager

Aeroflex, Inc., Maple Valley, WA / Apr 2008 - Mar 2012

- 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

Aeroflex, Inc., Maple Valley, WA / Mar 2007 - Jul 2008

- 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

Operations Supervisor

United States Army (Bagram, Afghanistan, Various US Locations) Jan 2005 - Jan 2006

- Nominated for "Bronze Star Award" for directing movement of relief aid supplies that surpassed United Nations' records for amount transported in a single day
- Directed logistical and operational activities for seven units in Pakistan and served as primary point of contact for all movements in and out of assigned area
- Oversaw team of 15 in support of shipping for more than 1M tons of equipment handled by 1,000 people
- Prioritized use of limited resources to optimize productivity and efficiency
- Overcame obstacles through successful collaboration with executive leaders in Bagram, Afghanistan
- Oversaw planning and operations for 218-member unit in Operation Enduring Freedom
- Earned progressive increase in responsibilities based on overall performance and leadership

Design Engineer

Cypress Semiconductor, Austin, TX / Jan 2000 - Jan 2003

- Rated nation's #1 within peer group in every quarter against 50 other design engineers
- Received Engineering Award for testbench design to ensure accuracy using mixed mode simulations
- Decreased time-to-market for final product following conversion of analog sims to mix mode
- Charged with designing verilog testbenches for USB 2.0 hub and OC-48 chips. Conducted simulations to test compliance and increase performance while reducing power for selected components. Verified accuracy of simulator, resolving issues as needed. Integrated Antrim into CAD flow to run mixed mode simulations
- Identified critical mistakes in new simulator and returned product to manufacturer for retesting

EDUCATION

B.S Electrical Engineering - University of Texas at Austin (Jan 2000)

Certification - Rotary-Wing Commercial Instrument License, FAA

Courses and Professional Development:

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