

# Steven P. Troglia



## **OBJECTIVE**

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Account Manager with 15+ years of high performing client acquisition and management

## **EXPERIENCE**

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### **Cytracom, LLC- Allen TX.** **Strategic Account Manger**

May2022- Present

- Focus stronger deployment and growth for the partner to secure there data in secure locations
- Consistently over 100% of the KPI for the builds and managing the partners to complete these task
- Completed 2022 with increase the profit and revenue for my territory by 120% increased growth
- Managed the partnerships with MNS agreement with ControlOne to continuing increasing spend level
- Project management Data Center for these larger partners to secure from outside sources
- Promoted from Senior Account Manger to Strategic Account Manger in of May 2024
- Phone and field prospecting into mid-size business, targeting C and D-level level decision makers

### **Datto, Inc. - Norwalk, CT** *Account Executive II*

January 2021-May 2023

- Managed New Business buying partner acquisitions for OK, KS, IN, SD, and ND
- Consistently over 100% of KPI metrics month over month
- Completed 2021 with 140% growth in my territory over previous year
- Managed the partnerships with MNS to maintain good standing relationships with Datto
- Phone and field prospecting into mid-size business, targeting C and D-level level decision makers

### **Image Systems & Business Solutions - Elk Grove Village, IL** *IT Sales Director*

May 2018- January 2021

- Launched the MNS program for the company
- Increased the MNS revenue by 75% in 4 months completed the year at 140% to plan.
- Team lead to help increase revenue for all internal and external sales teams
- Main point of contact for vendor relationships
- Assisted sales team with increasing overall GP in each product category

### **Proven IT, Tinley Park, IL** *Senior Account Manager*

May 2017- March 2018

- Scheduling and conducting initial fact-finding, demo's, proposal and closing appointments
- Securing confirmed, scheduled appointments and influencers
- In first month of selling, grew territory GP by 20%
- In first year of selling, grew territory GP by 62%
- Closed 5 Major accounts in first year to increase company's revenue by 25%

**Martin Whalen Office Solution a Xerox Company, Tinley Park, IL**  
*Senior Account Manager II*

December 2011- May 2017

- Scheduling and conducting initial fact-finding, demo's, proposal and closing appointments
- Promoted to Senior account manager from account manager based upon consistent strong results
- 97% to plan in 2015 to meet President club
- 100% to plan on MPS 2015
- 92% MPS to plan number 2 in company
- 62% Net New 2016
- Largest commercial rev in Dec 2016 in company history
- Increase software sales in zone 22 % in 2016

## **EDUCATION**

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Moraine Valley Community College Palos Park, IL  
Indiana Wesleyan University, Morton, Indiana

2002-2004  
2017-2019