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brianlfontenot.com  
Austin, TX

# BRIAN L. FONTENOT

*Higher Education Growth Account Executive*

## JOB-RELATED AND TECHNICAL SKILLS

Sales, Technical Support, Cross-Functional Teams, Influencing Skills, Presentations Skills, Troubleshooter, Analytical, Risk-Taker, Account Lifestyle Management, Pipeline Management, Forecasting, Business Prospecting, Good Communicator (Oral-Written- Technological), Change Management, Proficient in: C/C++/Python Programming, CMS: Joomla and Wordpress, Dreamweaver, Event Planning, Grant Writing, Mac OS and Windows OS, Media Design, Adobe Fireworks and Photoshop, Word, Excel, PowerPoint, iWork, Aperture, Network Administration, Photography, Quickbooks, Social Media, and Video Production

## EDUCATION

### **The University of Texas at Austin**

May 2012

*B.A. In Economics*

*Minor Programs: Business Management and Computer Science*

## PROFESSIONAL EXPERIENCE

### **Apple, Inc.**

Austin, TX October 2011-Present

#### *Higher Education Growth Account Executive*

- FY16 National Inside Account Executive of the Year, West Higher Education Account Executive of the Year with #1 sales ranking nationally
- Work in cross-functional teams with Solution Engineers and Development Executives as Field/Inside Account Executive to achieve revenue and unit growth for over 2,000 Higher Education Institutions located in 23 States, covering the west territory of the United States.
- Utilize solution-based sales to solve customer requirements through analysis and relationship development.
- Develop and execute effective plans for lead development, tracking and conversion to sales opportunities.
- Provide consultative advice and strategic planning guidance to C-Level execs for large technology initiatives execution
- Managed inventory and executing marketing plans to lead nine on-campus stores to QoQ and YoY sales growth FY13, FY14, FY15
- In Heartland Region, Account Team exceeded quota FY14, lead overall sales growth FY13 Q1/Q2, FY 14 Q2/Q3/Q4, FY 15 Q1/ Q2,
- Serve as Co-Chair for the African American Employee Association - Austin leading diversity initiatives for Austin Campus
- Previously held roles as Higher Education Inside Account Executive, Retail Store Specialist and Apple Online Store Mac Expert

### **BLF Foundation**

Austin, TX July 2016 - Present

#### *CEO/Founder*

- Provide scholarships to local Austin University of Texas students through the BLF Foundation 501(c)(3) year long fund-raising
- Developed and administer student mentoring program, providing 12 months of dedicated mentoring to scholarship students
- Partner with local businesses to provide career development sessions for the scholarship recipients.

## REFERENCES

### **Mr. Virgil Rucker**

*Director of Inside Sales at mindSHIFT*  
8341 Cross Park Dr  
Austin, TX 78754  
(512) 658-2524  
vrucker@mac.com

### **Dr. Leonard Moore**

*Associate VP of the Division of  
Diversity & Community Engagement*  
The University of Texas at Austin  
Div. of Diversity and Community  
Engagement  
1 University Station G1050  
Austin, TX 78712  
(512) 516-7361  
LeonardMoore@austin.utexas.edu

### **Dr. William Cunningham**

*Former University of Texas  
System Chancellor  
Former University of Texas  
at Austin President*  
The University of Texas at Austin  
HRHRC-Ransom Center PO Box 7219  
Austin, TX 78713  
whc@po.utexas.edu

### **Mr. Cal Varner**

*President, Varner and Associates, Inc.*  
1211 E. 11st  
Austin, TX 78702  
(512) 422-5498  
cal@calntexas.com

## ACTIVITIES

### **Professional Career Training Institute**

Austin, TX October 2016 -Present  
*Advisory Board*

### **Blacks in Tech Austin**

Austin, TX July 2016 -Present  
*Advisory Board*

### **Apple African American Employee Association - Austin**

Austin, TX April 2015 -Present  
*Co-Chair*

### **Alpha Phi Alpha Fraternity, Inc.**

Austin, TX April 2015 -Present  
*Historian, Webmaster, Marketing Director*

## CERTIFICATIONS AND HONORS

- Six Sigma Certification
- Apple Certified Associate: Mac Integration 10.10
- Most Knowledgeable Award - Apple, Inc. Retail
- Apple Certified Associate: Mac Integration Basics 10.10
- Who's Who Among Executives and Business Professionals
- Apple Sales Product Professional Certification
- Top Secret Security Level Clearance – US Government
- Grant Writing Certification
- Eagle Scout