

Bill Baxter

Senior Account Executive



Based in Seattle WA, USA

Phone: 1-877-687-2826

Email: bill.baxter@avantage.com

My career began shortly after graduating with a BA in Business & Marketing from Western Washington University. I quickly found a place as a Global Services Manager for a large IT company providing innovations, insights and solutions to drive the growth and profitability of businesses.

From that point forward I began building a successful track record for implementing business solutions, such as hardware, software and professional services into mid to large sized companies. Through strategic planning and execution I've helped many companies refine operational intelligence and create rapid growth.

As a pragmatic problem solver, I use innovative approaches to improve solutions and streamline processes. I believe in working closely with each company to understand their business drivers, develop requirements, define success criteria and implement solutions.

Integrity and professionalism in business interactions is how I maintain a successful sales record and a positive customer, partner and colleague network. I am dedicated to providing a winning combination of complex sales experience, team leadership, relationship management, business development and execution to deliver successful outcomes to my clients.

Professional Skills

Grows client engagement and relationships.

Increases service practice and profitability using Cloud Computing Enterprise Software and SaaS.

Builds alliances and partnerships.

Accelerates business development & revenue.

Provides IT services and contract management.

Professional Highlights

- Experienced in managing substantial accounts in the USA and Canada.
- Accomplished sales executive with 30 years of experience.
- Provided consulting and technical services to:
 - **Splunk**
 - **Datometry**
 - **Cisco**
 - **Verizon**
 - **Apptio**

About avantage

For 12 years, Avantage has been building a trusted brand, engagement by engagement. We are privileged to serve the organizations we work with, that include some of the most recognized brands in the world.

Our growth strategy is based on providing the specialized skills required to help our leading enterprise clients adopt the modern capabilities required to compete and innovate in a disruptive world. With a results based approach, we combine great people with advanced IP, tools and systems, that positions us a notch above in a highly competitive marketplace.

