

BRANDON MOATS

Johnstown, CO · 720-341-9239

bmoats13@gmail.com · www.moats.tech · <https://linkedin.com/in/brandonmoats/>

A recent career shift has led to an emphasis on Information Technology specializing in Cyber Security. Trained in both CompTIA A+ which covers network engineering, technical support, data support, field service, and end-user computing; as well as Certified Ethical Hacker (CEH)/Certified Network Defender (CND) to include penetration testing, security auditing, and cryptographic solutions. Sales leader with more than 12 years of experience and a proven track record in exceeding goals, sales quotas, and revenues. Strong communicator who can translate complex IT and Cybersecurity concepts into more easily digestible material. As comfortable in the server room as in the board room. Extensive sales training and management experience can be leveraged into leading from the front when it comes to a team. United States Army Infantry Veteran dedicated to defense/security and Red Teaming. Google IT Automation with Python Professional Certificate December 2022.

EXPERIENCE

FEB 2022 – JAN 2023

SENIOR SALES EXECUTIVE, THE ESTES GROUP

Cooperate with Business Development to pinpoint potential hosting clients. Discover any potential projects or upgrades alongside the Epicor Prophet 21 and Kinetic/E10 end users. Provide cloud hosting as well as SaaS. Develop and present proposals to businesses from \$5M-\$500M or 10-500 employees. Deploy MSP solutions for local clients. Achieve client satisfaction through communication and dependability.

FEB 2021 – OCT 2022

IT PROCUREMENT MANAGER, COMMON KNOWLEDGE TECHNOLOGY

Design, present, and acquire hardware and software solutions for small to medium-sized businesses. Communicate with field technicians about the IT needs of clients in many different industries and effectively resolve these needs promptly despite the numerous obstacles with supply chain shortages and COVID-related issues. Continually increase profit margins despite market shortages and improved pricing.

AUG 2018 – SEPT 2020

SALES AND TRAINING, REBATH INC.

Trained all new hires within the region on both physical product and IT solutions utilized in the sales process. Tech support for all issues with IT solutions throughout the region. Achieved over \$1MM in net sales per year and a close rate of 35%. Manage product demonstrations, sales recaps, training, new contact development, and B2B interactions with Fortune 500 companies.

OCT 2017 – APRIL 2018

REGIONAL MANAGER, PAINT PROS INC.

Oversaw the southern region team and partnered on oversight of the Denver metro regional team. Created and presented weekly progress reports to keep the senior team apprised of staff's sales activities, profits, and inventory. Developed and implemented a marketing plan for moving business from mobile fieldwork to physical shop locations, all while integrating technology to streamline the process.

EDUCATION/CERTIFICATIONS

DECEMBER 2022

PYTHON AUTOMATION, GOOGLE

This six-course certificate, developed by Google, is designed to provide IT professionals with in-demand skills -- including Python, Git, and IT automation.

JULY 2021

SECURITY+, COMPTIA

Assess the security posture of an enterprise environment and recommend and implement appropriate security solutions. Monitor and secure hybrid environments, including cloud, mobile, and IoT. Identify, analyze, and respond to security events and incidents.

NOVEMBER 2020

INFORMATION SECURITY ANALYST, LEADERQUEST

Identify the fundamental components of information security. Analyze risk and identify various threats to information security. Conduct security assessments to detect vulnerabilities. Implement security for hosts, software, and networks. Address security incidents and ensure the continuity of business operations in the event of an incident.

JULY 2016

BACHELOR OF SCIENCE IN INTERNET MARKETING, SANFORD-BROWN

Courses in business and marketing, such as financial accounting and consumer behavior, along with courses on digital marketing skills like SEO, content marketing, digital marketing optimization, web analytics, mobile marketing, and digital marketing strategy.