

Joseph J. Martin

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Dedicated IT sales professional and business owner with a proven track record and almost three decades of experience selling and providing comprehensive IT services, SaaS solutions, project management, network management, information security, and business continuity to corporate, local government, and non-profit clients. Skilled in prospecting, building relationships, pipeline management, service delivery, problem-solving and talent acquisition. Strong communication and people skills built on years of working with C-level executives, referral-based relationships, and outbound marketing campaigns. Committed to executing high-quality solutions to meet the unique needs of each client. Seeking a remote sales position with a company that is committed to providing outstanding solutions and driving customer growth.

Professional Experience

Carolina IT Group

Greenville, NC

CEO

2000 - 2023

Founded Carolina IT Group to provide IT services for regional corporate clients, built a full team of staff in supporting clients with managed IT services, SaaS solutions, information security, email services, VoIP, and business continuity.

- Oversaw all stages of growth throughout the company's existence, personally leading business development, marketing and sales, and revenue growth, as well as owning all project delivery, and support until hiring actions became possible.
- Continued to grow our company's revenue through outbound marketing, hosting seminars, client QBRs, developing custom solutions, consulting on best practices, and working with companies to educate and adopt new technologies.
- Developed and managed projects using various methodologies and tools while maintaining set timelines and budgets. Succeeded by hiring and leading the right talent along with effective communication.
- Built a committed team of professionals by sourcing, hiring, and leading a nimble group of technicians, support specialists, and back-office team members focused on business operations and accounting to support the business's growth.
- Increased business clients' productivity by assessing workflows and implementing new systems that immediately delivered savings of hundreds of thousands of dollars in cost savings from reduced processes and headcount.
- Deployed and implemented critical platforms to protect business assets and IT security to include cloud services, Governance, Risk & Compliance (GRC), Information Security policy, BIA, BCP, DR programs, and security information event monitoring (SIEM).
- Maintains fully operational status for business connectivity, networks, data, and application servers ensuring a 100% up time by using network and system monitoring tools such as SolarWinds, Nagios and Spiceworks Network Monitor via SNMP.
- Collaborated directly with vendors and subcontractors to support additional services including, negotiation for all rates and terms for specialized skill sets including level 3 admins, system programmers, and project management.

Additional Experiences:

First South Bank: Information Systems Manager (2000 - 2001)

IBM: Level 2 Tech at eServices Division (1998 - 2000)

Systematic Solutions: Owner/Operator (1995 - 2000)

Computer Land: Computer Technician (1995 - 1996)

US Navy: Electronics Technician (1989 - 1995)

Skills

IT Sales / Prospecting & Outbound Sales / IT Management / Salesforce, SugarCRM, Zoho / Project Management / Information Security and Governance / PCI / HIPPA / Sarbanes-Oxley Compliance / Microsoft & Google Ecosystems / Microsoft Windows Server Administration / VMWare, Hyper V / Email Security / Disaster Recovery Solutions / SonicWall / Sophos / Fortinet / Meraki

Certifications and Training

Sales: Challenger Sales Methodology, Grant Cardone Sales Training (Advanced Certification), Jeb Blount (salesgravy.com)

Technical: A+, Network+, Security+, Microsoft MCSE Training

Project Management: CompTIA Project+ (in progress), Project Management Professional (in progress)

Education

I took a more direct approach to education after the Navy. I sought out the best teachers and mentors to learn the business, sales, marketing, and technical skills I needed to succeed. Reading hundreds of books, taking advanced courses, hiring consultants and coaches, and applying everything I learned.

Pitt Community College

Electrical and Electronics Engineering Program

Winterville, NC

1987 - 1989