Timothy Maloney

Technology & Cybersecurity Sales | Account Management | Business Development

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Core Competencies

Technology & Cybersecurity Sales
Enterprise Account Management
Business Development
Channel Partner Management
Solution Selling
Pipeline Development & Forecasting
Strategic Account Planning
Client Relationship Management
Sales Enablement
Partner Development
New Business Acquisition
Consultative Selling
Cloud Solutions
Executive Relationship Management

Education

Bachelor of Science (B.S.)
in Business Administration
Carroll University
Waukesha, WI

PROFESSIONAL PROFILE

High-performing B2B technology and cybersecurity sales professional with over 10 years of experience driving complex deal cycles, expanding enterprise accounts, and accelerating revenue growth. Offers a strong record of success delivering over $1.2M in personal annual sales, managing multi-million-dollar channel partner portfolios, and collaborating alongside top-tier partners including Fortinet, Palo Alto Networks, Juniper, and F5. Highly proficient in Salesforce, HubSpot, and modern CRM management tools to manage pipelines and lead partner enablement programs. Eager to bring proven consultative closing skills, technical acumen, and pipeline momentum into a sales role within a fast-growing cybersecurity, IT services, or enterprise SaaS organization.

Professional Experience

Netgate **01/2024 – 04/2026**

Account Executive / Outside Sales / Channel Manager (2025-2026)

- Managed channel sales and partner relationships supporting $8.7M in channel revenue in 2025.
- Generated $1.2M+ in individual sales revenue while simultaneously managing channel responsibilities.
- Conducted quarterly business reviews (QBRs) with the top 25 channel partners, reviewing performance, identifying opportunities, and supporting growth strategies.
- Supported channel partner sales through marketing initiatives, sales enablement, and opportunity development, partnering with internal teams to drive demand and revenue.
- Created and delivered partner sales training and certification programs to strengthen product knowledge and sales effectiveness.
- Collaborated with partners and internal teams on marketing campaigns, sales opportunities, and go-to-market initiatives to expand channel engagement and growth.

Account Executive / Outside Sales (2024-2025)

- Oversaw 30+ concurrent projects from concept through execution, ensuring alignment with client goals through detailed project briefs.
- Generated $1M+ in annual billings in 2024 and $1.2M+ in sales in 2025 through pipeline optimization, account expansion, and strategic project scoping.
- Drove revenue growth through sales forecasting and targeted marketing campaigns, consistently supporting the $100K monthly revenue target; achieved 100% of quota after ramp-up, generating $963K from April–December 2024.
- Served as the primary liaison between clients and internal teams, maintaining strong relationships and ensuring effective communication throughout the project lifecycle.
- Increased revenue by 31% through upselling support, professional services, and cloud solutions, including AWS and Azure.

Nexum Inc. **05/2020 – 12/2023**

Account Executive (2022-12/2023)

- Drove new business growth through cold outreach, technology conferences, and strategic partnerships with industry leaders including Fortinet, Palo Alto Networks, Juniper, and F5.
- Leveraged channel expertise to coordinate online and in-person partner events, generating new business opportunities and expanding pipeline.
- Consistently achieved 100% of assigned sales targets and remained on track to exceed first-year quota.
- Led onboarding for new Account Executives, supporting faster integration and ramp-up.
- Partnered with internal teams to develop and execute marketing workshops and events that increased outreach and generated new opportunities.

Inside Account Manager (2020-2022)

- Built sales pipeline through cold calling, email outreach, Salesforce, and TechTarget while supporting two Account Executives.
- Ranked as the team's top meeting setter shortly after joining Nexum Inc.
- Led weekly onboarding sessions focused on cold-calling techniques and messaging strategies.
- Developed targeted call cadences around cybersecurity and technology topics, including remote work, Aviatrix, F5, and ransomware.
- Supported marketing initiatives by driving event attendance, coordinating targeted meetings, and generating pipeline opportunities.

Career Highlights

$1.2M+ Individual Sales
Exceeded 2025 direct revenue target

$8.7M Channel Output
Co-managed multi-partner portfolio

$1M+ Annual Billings
Sustained high-volume production

100%+ Quota Attainment
Generated $963K in 9 months Post-ramp

30+ Projects Managed
Guided execution from concept to close

25+ New Accounts
Secured through targeted outreach

Tier-1 Tech Partners
Co-sold with
Fortinet, Palo Alto, Juniper & F5

Leadership & Skills

Top 25 Partner QBRs
Directed strategic reviews & alignment

Partner Enablement
Created sales training & certifications

Account Executive Onboarding
Led team cold-call cadences & ramp-up

Channel Development
Drove partner events & outreach

Cross-Functional Leadership
Aligned sales, engineering & marketing

Executive Relationships
Engaged C-suite & key VP stakeholders

Sales Tech & Pipeline
Apollo.io, ZoomInfo, Salesforce & HubSpot

Honors & Recognitions

Top Meeting Setter,
Nexum Inc.

Salesperson of the Quarter,
Connection

CareMerge — 06/2019 – 04/2020

Sales Development Representative

- Quickly developed expertise in CareMerge products, enabling the seamless setup of product demonstrations that highlighted key selling points to prospective clients.
- Conducted targeted outreach to senior executives and staff in the senior living industry, educating them on the benefits of transitioning to CareMerge's cloud-based platform to improve operational efficiency.
- Contributed to refining sales strategies and developing the cold-calling section of the company's playbook, helping improve team effectiveness.
- Collaborated directly with senior leadership, including the Vice President of Sales and CEO, to support continuous improvements in sales processes and best practices.

Star2Star Communications — 2017 – 2019

Channel Development Recruiter

- Drove sales initiatives by conducting strategic meetings that effectively showcased the value of Star2Star partnerships, converting prospects into long-term partners.
- Increased prospect engagement through targeted phone and email outreach, successfully onboarding new partners and expanding the company's partner network.
- Increased brand awareness by presenting Star2Star's offerings to prospective partners at major trade shows and industry events.
- Supported nationwide partner success by organizing and facilitating training sessions with internal teams, fostering collaboration and knowledge sharing across the network.

Connection — 2016 – 2017

Account Manager

- Earned Salesperson of the Quarter recognition after securing 25+ new accounts by leveraging internal and channel resources to drive sales growth.
- Cultivated strong client relationships, proactively addressing concerns and aligning solutions with customers' technology goals.
- Managed the full sales cycle, from lead generation and outreach through deal closure and post-sale support.
- Delivered customized technology solutions by assessing client needs and business objectives to develop effective strategies.

Weimer Bearing & Transmission — 2014 – 2016

Technical Service Representative & Account Manager

- Managed customer accounts by coordinating logistics, expediting parts for on-time delivery, and providing product specifications and order updates.
- Built strong client relationships that supported long-term partnerships and customer retention.
- Negotiated pricing with customers and suppliers to maximize value and achieve mutually beneficial agreements.