

Contact

www.linkedin.com/in/patrickmccluskey (LinkedIn)

Top Skills

Cloud Computing
Enterprise Software
SaaS

Languages

Spanish

Patrick McCluskey

Sr. Director of Partners, Central USA, LATAM & Public Sector
Austin

Summary

Successfully sold over \$500M+ of software solutions providing massive value with Cloud, Database, Security & Automation Solutions. Developed profitable relationships that flourish with 'C', SVP, and VP suites. Enterprise accounts include Accenture, Infosys, TCS, Wipro, IBM, Google Cloud, Amazon Web Services (AWS), Microsoft (Azure), EBAY, Boeing, KPMG, Allianz Life, Chicago Mercantile Exchange, Halliburton and more. Also enjoy success in Federal, State and Local government sales including Treasury, NASA, DHS and other three letter Agencies.

Goal: Help build businesses. Specifically develop and grow revenue streams through Direct Sales plus partnering with System Integrators and other ecosystem technologies creating the largest revenue stream in the world for any employer.

Specialties: Enterprise Cloud and virtualization Software Platforms and Solutions across IaaS, PaaS, WPaaS, DBaaS, & SaaS solutions and infrastructures.

Experience

MongoDB, Inc.

Senior Director of Partners, Central USA, LATAM & Public Sector
July 2015 - Present (6 years 6 months)
Austin, Texas Area

Patrick McCluskey is responsible for Partner Sales at MongoDB for the Central USA, LATAM and Public Sector. Partners include System Integrators, Cloud partners including Google (GCP), AWS and Azure, plus ISV, OEM, & Technology Partners.

MongoDB (Symbol: MDB) Ranked #1 next-generation intelligent operational data platform.

Powering GIANT IDEAS for Enterprises Across the world.

MongoDB is the next-generation modern database that helps businesses transform their industries by harnessing the power of data across all environments including Mobile to Mainframe, on prem, in the could, hybrid cloud and even across MULTI CLOUD simultaneously.

The world's most sophisticated organizations, from cutting-edge startups to the largest companies, use MongoDB to create applications never before possible at a fraction of the cost of legacy databases. MongoDB is the fastest-growing database ecosystem, with over 150+ million downloads, tens of thousands of customers, and over 1,000 technology and service partners. Learn more at www.mongodb.com.

BMC Software

WW Cloud Automation, Director of Sales, Global Outsourcers & Systems Integrators

December 2013 - August 2015 (1 year 9 months)

Austin, TX

Last FY sold over \$40 Million of Cloud & Automation Software to Global Outsourcers & Systems Integrators (GOSI).

Responsible to Drive, forecast and close over \$40 Million in Cloud & Automation Software in a 'Sell-To' model for GOSI's including IBM, CSC, Xerox/ACS, Unisys, Fujitsu, HP, Dell, Lockheed, Boeing, Tata Consulting Services (TCS), Cognizant, WIPRO, InfoSys, L&T, Tech Mahindra, HCL and more.

Managed 'Sell-To' & 'Sell-Through' sales with premier Cloud Service Providers such as Amazon (AWS), Microsoft (Azure), Verizon, AT&T, Cisco, Wipro, Accenture and more.

VMware

Enterprise End User Computing (EUC) Sales Specialist

March 2013 - December 2013 (10 months)

Austin, TX

VMware is the leader in virtualization and cloud infrastructure solutions that enable our more than 400,000 enterprise and SMB customers to thrive in the Cloud Era by simplifying, automating and transforming the way they build, deliver and consume IT.

As an EUC Sales Specialist, I am responsible for a coordinated sales approach with VMware's internal and external sales team. My mission is to ensure the Enterprise management suite of Desktop/End User tools is a solution set viewed as a 'platform' and changes the role that IT plays from being considered a cost burden to a strategic deployment. End User Computing along with vCenter will allow vSphere adopters to accelerate their virtualization journey and drive additional cost, risk/efficiencies.

AppSense

Technical Business Development Manager - U.S. Federal Sales
September 2010 - February 2013 (2 years 6 months)

AppSense is the leading provider of user virtualization technology to enterprise organizations. User virtualization is a way of managing user-specific information independent of the desktop, and applying this information into any desktop (local install, virtualized, published, streamed etc) on-demand. This enables IT to standardize the desktop build, automate desktop and application delivery, and migrate users to new desktops – all while ensuring the user experience is seamless, personal, predictable and easily manageable.

*Acquired by LANDesk

Egenera

Territory Manager for Texas and Midwest Dell Channel
April 2008 - August 2010 (2 years 5 months)

Responsible for driving Sales of Dell PAN (Processor area Network) powered by Egenera.

Dell PAN is Dell's answer to Cisco UCS and HP Matrix for customers requiring 99.999% up time for mission critical systems.

ClearCube Technology

Enterprise Sales Account Executive & Territory Manager
October 2005 - April 2008 (2 years 7 months)

Responsible for building revenue and margin growth across 14 States for ClearCube Technologies.

*Built the TOP REVENUE producing territory in the world out of the worst territory in the world when it was originally assigned to me.

*Lead a small team including Inside Sales Reps & Sales Engineers.

*Sold millions of dollars worth of ClearCube's Hardware and Software Solution primarily to Financial Service Companies.

NextEngine Inc.
Director Corporate Sales
November 2001 - August 2004 (2 years 10 months)
Santa Monica, Ca

Responsible for Acquisition Sales of First Fortune 500 Customers and using their success to attract new Venture Capital Equity Investors.

*Successfully sold NextEngine's 3D Desktop Scanning Hardware and Software Solution to Fortune 500 Manufacturing and Federal Intelligence Customers.

*Found and attracted VC investors for NextEngine's C Round which closed at a 30% upround based on responses from initial clients.

Infoglide Software
National Sales Manager
January 1997 - November 2000 (3 years 11 months)

Responsible for North American Sales of Infoglide's fraud fighting software to Financial Services, Insurance, e-commerce companies and Federal Intelligence Agencies.

*Sold Infoglide's Software successfully to many of the Top 10 Property and Casualty Companies including State Farm, GEICO, USAA and the largest online Auction site in the world EBAY!

*Using our proactive Data Mining technology based on proprietary database structures we Identified and helped prosecute the largest Property and Casualty fraud ring in history ever prosecuted under the RICO Statute. It defrauded Insurers over \$100M and it was all led by Doctors and Lawyers.

*Raised millions of dollars in multiple equity investment rounds based on the success of the initial clients my team and I sold.

*Acquired by FICO.

Education

University of Texas at Austin

BA, Government & Economics · (January 1992 - December 1996)