

Adam Behman

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TECHNICAL PRE-SALES, SALES & BUSINESS DEVELOPMENT PROFESSIONAL

Creative and business-savvy technology Business Development professional with 18 years of experience in selling, supporting, and delivering IT products, services, and solutions to Fortune 500 companies across the technology, healthcare, telecommunications, and federal sectors. Proven ability to blend vision, ingenuity, curiosity, and strong business acumen with well-developed sales management and leadership skills. Adept at supporting go-to-market efforts, product launches, and sales campaigns, positioning companies and partners for success. **Areas of expertise include:**

Enterprise B2B BD/Sales	Sales & Channel Enablement	CRM & Pipeline Management
Business Strategy	Forecasting & Reporting	Cross-functional Leadership
Sales Operations	Account Management	Complex Sales Cycle Navigation
Data Center Technologies	Solution Design	Hyperconverged Infrastructure

PROFESSIONAL EXPERIENCE

TD SYNnex, San Jose, CA

Nutanix Technical Account Manager

02/2022 – Present

Responsible for driving technical enablement and presales activities for Nutanix channel partners. Core duties include solutioning, sizing, quoting Nutanix solutions, and partnering with technology alliance partners (ex. Cisco, Red Hat, NVIDIA). Awarded 2024 Nutanix Technology Champion (NTC) designation and recognized as the Nutanix expert at TD SYNnex. I provide guidance on Nutanix solutions to internal teams and engage with resellers and end-users regularly. Daily tasks include delivering demos, hosting, coordinating, and presenting at events, and assisting partners with certification and Nutanix tools readiness. Additionally, I play a key role in business development initiatives, identifying new vendor opportunities at TD SYNnex, and fostering relationships to expand our market presence.

Technical Program Manager

03/2021 – 02/2022

Responsible for creating a new solutions aggregation business group within the Global Integration & Alliances organization at TD SYNnex.

- Assisted in launching a new solutions business aimed at leveraging TD SYNnex's diverse vendor portfolio to create aggregated solutions for channel partners.
- Collaborated with cross-functional teams to design and implement innovative strategies that integrated multiple vendor offerings.
- Facilitated the development of comprehensive solutions tailored to meet diverse customer needs, enhancing TD SYNnex's competitive edge in the market.

Tech Data, San Jose, CA

Client Executive II, B.U. Specialist, Global Services

02/2017 – 09/2020

Develop and execute lifecycle management sales and strategies for rapidly advancing technology and complexity, while leading cross-functional teams of sales, marketing, and operations.

- Led a team of global Business Development Executives through all phases of the sales process.
- Utilized solution-based selling to align operational capabilities and go-to-market strategy with business requirements.
- Responsible for pipeline and financial management for BD/Sales leadership.
- Developed and provided Business Development training for new sellers.

- Served as a central conduit ensuring context and alignment between Sales/BD, Business Unit, Marketing, Strategy, and Senior Leadership teams.
- Drove strategic vision, capability road-mapping, transition planning, and risk mitigation of offerings and capabilities using Rapid Enterprise Development (RED) strategy methodology.
- Successfully closed and launched global service programs for multiple Fortune 500 companies.
- Closed new business valued between \$500,000 and \$2,200,000 as an individual contributor, with the largest purchase order obtained valued at \$2,200,000, supporting a key healthcare account.

Avnet, San Jose, CA

Sr. Business Analyst & Inside Sales

01/2012 – 02/2017

Recruited by the Vice President of Sales to drive and manage Sales Operations, Sales Recruitment, and assigned accounts.

- Pipeline and CRM Management
- Sales Reporting and Analytics: pipeline, win/loss, sales performance, QBR/SLRP
- Consolidated multiple CRMs across six business acquisitions.
- Led sales team with CRM administration, customization, onboarding, and support.
- Experienced with Salesforce, Microsoft Dynamics, and SugarCRM
- Account management and opportunity review
- Managed a team of three inside sales representatives focused on outbound prospecting.
- Provided leadership support on multiple sales campaigns and cross-BU initiatives.
- Avnet Presidents Club winner: 259% and 247% of quota, FY15 and FY16 respectively

Pinnacle Data Systems, Inc. (PDSi), Columbus, OH

Program Manager & Inside Sales

11/2009 – 01/2012

- Managed account responsibilities, including sales reporting, QBRs, order processing, sales quoting, and general sales support.
- Conducted inbound and outbound sales prospecting.
- Brokered excess inventory sales, achieving the largest sale valued at \$600K for a tier-1 storage OEM customer (NetApp) with a 60/40 revenue split at 30% gross margins.

Master Production Scheduler

12/2008 – 11/2009

- Facilitated the Sales and Operations Planning (S&OP) process for the organization.
- Managed manufacturing shop floor planning and scheduling for a \$30M business.
- Implemented process improvements through 5S and Six Sigma methodologies.
- Onboarded a new ERP system (SagePro), collaborating with functional teams to develop effective planning and production control processes.

Production Planner

08/2007 – 12/2008

- Planned production for embedded compute product line.
- Managed ERP, MRP, Work Orders, and BOM.

Sr. Electronics Technician

08/2006 – 08/2007

Education

San Jose State University – BS, Management Information Systems (2025)

San Jose Community College – associate degree: Economics, Business, and Liberal Arts (2023)

Certifications

Nutanix Certified Sales Expert (NCSX)
 Nutanix Certified Sales Representative (NCSR)
 Nutanix Sizing Associate Badge
 Nutanix Certified Sales Engineer (NCSE-Core)

Nutanix Certified Associate (NCA)
 Nutanix Technology Champion 2024 (NTC)
 MS Azure Fundamentals (AZ-900)
 MS Azure Data Fundamentals (DP-900)