

## **Bernie Gillogly**

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### **Regional Director / Business Development / Expert Sales Hunter**

Telco Tier-1 to Tier-3 / CATV & MSOs / Channel Sales / OEM / CLEC / ISPs / Cellular  
IP Networking / 3G-4G LTE / SaaS / Carrier Ethernet / Fiber Optics / WiFi / Microwave

#### **Executive Summary:**

A highly effective sales professional, who orchestrates new business partnerships and consistently creates impressive revenue results. As a technically savvy sales consultant, customers have confidently trusted me with small to multi-million-dollar project purchases. My persistent passion and competitive spirit compels me to analyze customers holistically before proposing business solutions; this approach continues to attract customers to enter long term relationships, a few examples:

#### **HOME TEAM PEST DEFENSE 2025-Present SALES MANAGER**

Began as door-to-door sales representative. Achieved quota first 3 months and promoted to Sales Manager. Working as 1099 employee beginning December, 2025.

#### **UMBO 2023-Present CHANNEL SALES MANAGER**

Tasked to recruit VAR partners throughout the USA. Began with a zero base. Built revenue to \$2.1 million in first calendar year. Company has eliminated USA operation and is now warehousing and supporting out of Taiwan. Converted to 1099 employee and receive monthly commissions from 2 accounts.

#### **TORUS TECHNOLOGY, Dallas, TX 2021-2023 CHANNEL SALES MANAGER**

Torus Technology is an Australian Based company with a state-of-the-art Key Management Cabinet solution. Our go to market strategy is to sell through a channel of distribution partners and access control integrators. Annual Quota is \$1.5 million. Current quota attainment is 134%

#### **STAR ASSET SECURITY, Dallas, TX 2020-2021 NATIONAL ACCOUNT MANAGER**

Star Asset Security continually invests in cutting-edge technology and personnel with the knowledge to maintain, design, monitor and service any IT and physical security system in its entirety. Enhanced analytics, artificial intelligence and ongoing rigorous training keeps us ahead of the curve and allows us to fully manage your security, increase efficiency, protect your assets and provide an immediate ROI. Star Care through our ION Center offers managed services to proactively monitor, maintain and secure your company's entire IT environment and physical security infrastructure. Accomplishments include: Sale of MSP (SAAS) solution to 55 store location exceeding \$200,000 in subscription fees/year.

#### **SECURUS TECHNOLOGIES, Dallas, TX 2016-2020 Account Executive**

Hired as Account Executive for new sales acquisition in a 6-state region (Illinois, Indiana, Michigan, Ohio, Pennsylvania, and Wisconsin). Annual Quota exceeded \$1,000,000 annually. Managed territory and direct reports through Salesforce. Securus is the National sales leader in inmate communications for Jails and Facilities across the US. Technologies include Telecommunications, Data Analytics, Enterprise Applications, Investigative Software, and Digital Offerings.

- 115% of quota, 2017, 109% of quota 2018, 101% of quota 2019.
- Captain of PA sales team. Manage 6 Direct Reports.
- Delivered largest single order for state of Ohio (Seneca County Jail).
- Achieved President's Club, Securus Technologies, 2017, 2018. Exceeded \$1,000,000 both years.

### **WENTWORTH TECHNOLOGY, Dallas TX 2007 - 2015**

#### ***Channel Sales Manager, Regional Sales Manager***

I was a co-founder of this joint venture with business development and executive sales responsibilities. Extensive collaboration is required for success amongst our many product lines which catered to Restaurants in the QSR arena. Partners included POS Enterprise software and hardware providers, Timers, Drive Through Headsets, Data Analytic software, and an Installation team. We employed 7 Account Executives nationwide which I hired and managed through Salesforce.

- Amazingly successful in **startup company WENTWORTH TECHNOLOGY** building and exceeding corporate revenue goals, strengthening company financials to: obtain additional funding, improve acquisition value (Cerent/Cisco), stabilizing income for sustained growth. Top Sales Director instrumental in company. Brought sales from 1 Million to 12 million in first 4 years; 2007-2010.
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- Top Region in the United States, 225% of quota, Awarded Regional Sales Manager of the Year, 2008-2014.
- Became exclusive Provider for brands such as: Dickey's BBQ, Jason's Deli, Burger King, Subway Sandwiches, Kentucky Fried Chicken, Long John Silvers, and Taco Bell.
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#### **EDUCATION:**

University of Nebraska

BA Business Administration (BSBA)

- Extensive training through Sandler Selling