

# Tom Elias

Saint Petersburg, FL 33701  
[tom.elias2121@gmail.com](mailto:tom.elias2121@gmail.com)  
+1 513 518 1160

## Work Experience

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### **Senior Account Executive**

Ridge IT Cyber Corporation - Clearwater, FL  
August 2023 to Present

Successfully leading the # 1 MSP in Inc 500 in selling, and sales productivity with \$ 3.5 M in the Pipeline. Leader in new logos and maintaining renewals with Zero-Trust solutions - architecture protecting in North America with Zscaler, CrowdStrike, Picus, Okta, and Qualys. Earned multiple sales Certifications from Zscaler and CrowdStrike.

### **Channel Sales and Partner Manager**

Heimdahl Security - Saint Petersburg, FL  
March 2022 to Present

Launched Cybersecurity solution across a unified platform across North America, direct accounts & Channel Partners. Successful partnerships and new business development, building \$ 1.8 M in pipeline, through Proof of concept, demo, negotiate and close. Successful launch and branding in US- and in sync with national shows and events, [CompTIA & Kaseya -Datto, and relationships with industry leaders - Micro Ingram and CLIMB. Initiated superior training and product launch to top LATAM Channel partners as well, with aggressive sales, support and marketing programs to ensure success in different cultures and customer histories.

### **Director - Cybersecurity Sales, Solutions & Service**

RDI, Inc. - Cincinnati, OH  
January 2020 to March 2022

Lead Regional Cybersecurity solutions, malware protection and security assessments, driven pipeline of \$ 16.6 M Revenue and new clients. Success leading clients with better security solutions, in Healthcare, Government [schedule 70], Banking and SLED. Built brand with engaged speaking in leadership positions at HIMSS - Regional and National events, Cyber-Sec events at La Tech University, several data-Connect regional events in Michigan, Tennessee, Florida and Ohio. Leading in volume, and awards with SOPHOS - Intercept X - # 1 rated in Gartner assessment across 7 state region.

### **Director - Client Services**

Divurgent, Inc.  
January 2018 to December 2019

Committed to deliver best in service to health care customers, including BCBS 3 divisions across 6 states, TN, GA, AL, FL, SC, and NC – best in ER training of personnel to balance security procedures with operational and hospital efficiencies.

Protected all endpoints with telehealth medicine solutions and IoT devices to have expansion across the US.

### **Director - Sales and Marketing**

CareStar, Inc.

January 2017 to December 2018

Managed a team of 3 that produced over 2,000 viable leads, pipeline of 45 deals at an estimated \$ 325 M of acquisition growth considering data and system risk management.

Oversaw the success of RFP – including technical and security specifications including the stat of Ohio securing \$ 32M in renewals – gained HITRUST consulting skills to market and gain market share in served healthcare in 9 state region.

### **Sales Consulting**

Autodesk/Fusion 360

January 2016 to December 2017

Successful sold Fusion 360 across US in all segments and 50 states – to Research, CNC and Mold flow and 3D operations in Aerospace, notably Beta Technologies.

### **Senior Consultant - Sales**

RWI Logistics

January 2013 to December 2015

Provided leadership to gain the most effective logistics solutions – in transportation, as well as security support for

### **Director of Sales and Marketing - CEO / Founder ECP Sports/College Prospects of America**

Cardinal Health - 176B]

January 2003 to December 2013

Assisted with guidance and scholarships gained through program and negotiations of \$ 20M per year, over \$ 225M -

Responsible for 24 team in # 1 rating across North American for 11years.

## Education

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### **Master of Business Administration in Management/Marketing**

Xavier University – Williams College of Business

### **Bachelors in International Marketing**

University of Pennsylvania

## Skills

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- in transportation, as well as security support for Cardinal Health [ \$176B]

- 2015 Provided leadership to gain the most effective logistics solutions
- RWI Logistics 2013
- Salesforce
- CRM software
- Strategic planning
- Business development
- Sales
- Negotiation
- Customer relationship management
- Marketing
- Project management
- Internet Of Things (IoT)
- Cybersecurity
- Product Development
- SaaS
- Computer Networking
- Branding
- Analytics
- Product Management
- Microsoft Office
- Pre-sales
- Product demos
- Sales
- Cybersecurity
- Customer service
- Communication skills
- Product management
- Technical sales
- Account management
- Contract negotiation
- Information security
- Business development
- IT
- Leadership
- Marketing

## Certifications and Licenses

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### **Elite Zscaler and CrowdStrike Certifications**

Present