

DANE JESKE

SALES MANAGER · CHANNEL & MSP SALES LEADERSHIP

Denver, CO | 713.248.9129 | danejeske@gmail.com | danejeske.com

SUMMARY

Sales leader with 12 years in IT and cybersecurity sales, including three years leading a 16-person inside sales team at SHI that exceeded quota every month at over 105% attainment. Most recently managed a 250+ MSP partner portfolio at Acronis, exceeding target for three consecutive quarters while holding churn under 3%. Channel expertise spans VAR, OEM, and MSP motions.

PROFESSIONAL EXPERIENCE

Acronis

Denver, CO | Mar 2025 – Jul 2026

Partner Success Manager, Cyber Security & Cloud Solutions

ROLE HIGHLIGHTS 250+ MSP partner portfolio · Target exceeded 3 consecutive quarters · Churn held under 3% · 85% adoption within 60 days

- Owned a portfolio of 250+ MSP partners with full commercial responsibility, exceeding target for three consecutive quarters.
- Grew monthly recurring revenue year over year by driving upsell and cross-sell of Acronis Advanced Packs — Disaster Recovery, EDR/XDR, and Advanced Email Security — into existing partner accounts.
- Forecasted monthly and quarterly revenue across a 250+ partner territory, reporting pipeline health and renewal risk directly to channel leadership.
- Led Quarterly Business Reviews across the full portfolio, converting licensing optimization and roadmap alignment into incremental committed revenue.
- Trained and enabled partner sales and engineering teams on solution positioning, competitive objection handling, and packaging of managed cyber protection services.
- Protected recurring revenue by holding churn under 3%, running quarterly risk audits and driving tier-3 escalations to resolution.
- Cut partner time-to-first-revenue through structured technical onboarding, reaching 85% platform adoption within 60 days of contract signature.

MicroAge

Austin, TX | Apr 2022 – Feb 2025

Account Executive

ROLE HIGHLIGHTS Led AI adoption for 85 sales and support staff · Sales Leadership Award — Official Security Breach Protocol playbook

- Developed and led generative AI adoption across 85 sales team members and support staff, building enablement materials and training the organization on practical workflow use.
- Earned the Sales Leadership Award for contributions to the company's Official Security Breach Protocol playbook.
- Exceeded monthly revenue quota selling managed services and cloud infrastructure across diverse IT service lines.
- Built new pipeline through targeted outbound cold calling and email campaigns, sourcing new client prospects each month.
- Managed full-cycle opportunities from prospecting and technical discovery through solution design and close.
- Grew existing account revenue by auditing client environments for technical gaps and positioning tailored managed services and cloud solutions.
- Mentored junior account executives on discovery, qualification, and solution design.

Lapado Consulting

Austin, TX | Jun 2020 – Mar 2022

Channel Account Manager

ROLE HIGHLIGHTS \$6M OEM revenue driven · 4 manufacturer brands represented · 300+ sellers enabled

- Drove \$6M in OEM revenue through SHI, representing four manufacturer brands — Ergotron, CyberPower, Thule, and Dynabook — to SHI's national sales organization.
- Grew brand revenue year over year by aligning OEM and SHI sales teams on Build-to-Order and Configure-to-Order engagements.

- Enabled 300+ SHI Account Executives through digital and in-person training events, lifting attached OEM product sales.
- Managed all SPIFF and rebate programs across four OEM lines, administering \$30K in annual incentive spend.
- Brokered executive relationships between OEM C-level leadership and SHI directors, producing new strategic partnership agreements.

SHI International

Austin, TX | Sep 2014 – Jun 2020

Inside Sales Manager | Jan 2017 – Jun 2020

ROLE HIGHLIGHTS 16 direct reports · Team exceeded 105% quota attainment every month · 4 reps promoted to Sales Manager

- Managed a team of 16 Inside Sales Account Managers, leading the group to exceed 105% quota attainment every month across a three-year tenure.
- Grew team gross margin from \$15.6M to \$18.2M annually, a \$2.6M increase, while sustaining above-quota performance.
- Coached underperforming reps back to full quota attainment using call reviews, pipeline inspection, and individual development plans.
- Promoted 4 team members into Sales Manager roles, developing the next layer of frontline leadership from within the team.
- Owned weekly forecast and pipeline reviews across all 16 reps, reporting territory health to District Sales Managers and Regional Directors.
- Partnered with Regional Directors to design and execute regional sales strategy, aligning team coverage and account targeting with district-level growth goals.

Team Lead | Jul 2016 – Jan 2017

- Led weekly sales academy training for junior representatives covering technical product knowledge, discovery, and closing technique.
- Operated as a player-coach, carrying an individual quota while coaching junior reps through live deals and daily escalations.

Inside Sales Account Manager | Sep 2014 – Jul 2016

- Managed the full IT procurement lifecycle for large corporate accounts, translating technical requirements into scoped, quoted, and delivered hardware, software, and licensing solutions.
- Coordinated daily across multiple field sales partners and sales engineers to design complex multi-vendor solutions and keep opportunities moving to close.
- Worked the distribution channel to secure competitive pricing, product availability, and lead times on behalf of assigned corporate accounts.
- Onboarded new OEM partners into the account portfolio, expanding the range of solutions available to clients and opening new revenue lines.

EDUCATION

The University of Texas at Austin

Austin, TX

B.S., Advertising

Coursework: Texas Media, Digital Media, Business Foundations

SKILLS

SALES LEADERSHIP Sales team management, hiring and onboarding, sales coaching and development, quota management, sales forecasting, pipeline management, territory planning, performance management, Quarterly Business Reviews, public speaking

CHANNEL & PARTNER SALES MSP channel management, partner enablement, channel account management, OEM and VAR relationships, distribution, partner recruitment, co-selling, SPIFF and rebate program management

REVENUE & METRICS Monthly Recurring Revenue growth, Net Retention Rate, Annual Recurring Revenue, churn reduction, upsell and cross-sell, full-cycle sales, complex solution selling, enterprise sales

TECHNOLOGY Cybersecurity, SaaS, cloud infrastructure, managed services, Acronis Cyber Protect Cloud, disaster recovery (DR/Azure DR), EDR/XDR, advanced email security, RMM, Microsoft 365 protection, PSA/RMM integrations (ConnectWise, Datto, Autotask)

SYSTEMS & TOOLS Salesforce, Microsoft Dynamics CRM, Microsoft Excel, PowerPoint, Outlook, generative AI tools (ChatGPT, Google Gemini, Claude) for prompt engineering and workflow automation