

# BYRON LEONARD INTERNATIONAL MONTENIDO ASSOCIATES

7538 East Pearl Circle  
Mesa, AZ 85207

---

EXECUTIVE SEARCH CONSULTANTS

Telephone: (480) 924 6400  
e-mail: [swolf@bli-inc.com](mailto:swolf@bli-inc.com)  
website: [www.bli-inc.com](http://www.bli-inc.com)

## *RELEVANT EXPERIENCE*

### **Representative Search Assignments in Sales & Marketing**

Vice President Sales & Marketing

San Francisco

PORTFOLIO MANAGEMENT SOFTWARE/MICROCOMPUTER

Vice President Sales & Marketing

Los Angeles

FINANCIAL SOFTWARE/CLIENT-SERVER

Vice President Sales

Los Angeles

MANUFACTURING SOFTWARE/CLIENT-SERVER

Director Sales & Marketing

Orlando

FACTORY AUTOMATION SOFTWARE/HARDWARE

Director of Sales

Los Angeles

BANKING SOFTWARE & UTILITIES/MAINFRAME

Director VAR Marketing

Los Angeles

COMPUTER SYSTEMS DISTRIBUTOR

Manager of Marketing

Dallas

ARTIFICIAL INTELLIGENCE SOFTWARE

Regional Manager

Los Angeles, San Francisco, Chicago, Houston, Atlanta

DATA SERVICES - PUBLIC RECORD INFORMATION



Pg. 2 Relevant Experience

Regional Managers

Chicago, Boston, New York, San Francisco

INTEGRATED BANKING SOFTWARE/MAINFRAME

Regional Sales Directors

Chicago, Dallas, San Francisco, Los Angeles, New York

SYSTEMS INTEGRATION – CONSULTING

Area Consulting Managers

Detroit, Washington, DC, Santa Clara, Los Angeles

CASE PRODUCTS

Branch Manager

San Jose, Chicago

FORTH GENERATION LANGUAGE

Sales Manager-Enduser

Santa Clara

COMPUTER SYSTEMS DISTRIBUTOR

Sales Representatives

Los Angeles, San Francisco

FOURTH GENERATION LANGUAGE/CASE PRODUCTS

Sales Representatives/National Account Managers

Los Angeles

COMPUTER BASED TRAINING SOFTWARE/MAINFRAME

Senior Sales Representatives

Chicago, New York, Detroit, Dallas, San Francisco

SATELLITE COMMUNICATIONS

Senior Sales Representatives

San Francisco, Los Angeles

VALUE ADDED NETWORK

Sales Representatives

Southern California, Chicago, New York, Washington D.C.

NETWORK ASSURANCE PRODUCT

Sales Representatives

Los Angeles, San Francisco, Boise, Dallas, Chicago, New York

## SYSTEMS SOFTWARE

Pg. 3 Relevant Experience

Sales Representative

Los Angeles

VIDEO TRAINING SYSTEMS

Sales Representatives

14 Cities in North America

STORAGE SUBSYSTEMS

Marketing Representative

Santa Clara

SECURITY SYSTEM SOFTWARE

Branch Manager, Sales Representative

San Francisco, Los Angeles

FOURTH GENERATION LANGUAGE - CASE PRODUCTS

Account Managers

12 Cities in North America

DATA SERVICES - PUBLIC RECORD INFORMATION

Senior Sales Representative

Seattle, San Jose

LOCAL AREA NETWORK

Sales Representative

Los Angeles

SYSTEM SOFTWARE/MAINFRAME

Sales Representative & Systems Engineers

Seattle, San Francisco, Los Angeles, Chicago

OPTICAL STORAGE DEVICE

Major Account Manager

Los Angeles

FOURTH GENERATION LANGUAGE

Sales Engineer

Los Angeles

ADVANCED CABLE SYSTEMS

Regional Sales Representatives

Chicago, New York, Los Angeles

## IMAGE MANAGEMENT SOFTWARE