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EXPLORE THE FULL STORY

www.philhoward.ai

Selected work.
Selling approach.
Leadership perspective.

ENTERPRISE SCALE

15+

years in enterprise sales at
Verizon

\$10M+

annual enterprise portfolio
managed

\$4M+

annual service revenue
from one account

10,000+

lines grown from true
whitespace

3,000

device competitive
win-back

CORE STRENGTHS

- Enterprise account expansion
- Complex solution selling
- C-level engagement
- Multi-year negotiation
- Partner orchestration
- Forecasting and pipeline
- Go-to-market execution
- Regulated environments
- Salesforce CRM

WHAT I LOOK FOR

- A product that creates meaningful new capacity or capability for customers.
- A sales organization where experienced sellers are expected to make the whole team better.
- A company that listens to the people closest to the customer.

PHIL HOWARD

ENTERPRISE ACCOUNT EXECUTIVE

Strategic Accounts | Enterprise Technology | Complex Solution Sales

Enterprise seller with 15+ years in enterprise sales at Verizon, a \$10M+ managed portfolio and a record of turning narrow requests into national, multimillion-dollar agreements. Uses Outcome Orchestration to align financial, operational and technical outcomes across the people who buy, use and deliver a solution. Seven years as the P&L owner of a \$1.5M organization added direct accountability for investment, implementation and customer-experience decisions. Now returning to enterprise technology sales with a stronger operator's lens.

SELECTED ENTERPRISE WORK

- \$4M+ in annual service revenue. Expanded a headquarters-only contract across 130+ affiliates, growing the account from roughly 100 lines to more than 5,000.
- \$2M exclusive enterprise agreement. Turned a 25-line conversation into roughly 2,000 lines by uncovering and consolidating a company-wide wireless footprint the stakeholder could not see.
- \$1.6M enterprise solution value. Reframed a request for discounted hotspots into 1,500+ connected laptops with unified security and nationwide delivery.
- 10,000+ lines grown from true whitespace. Signed the first formal agreement and carried the account across 15 years and a promotion.
- 3,000-device competitive win-back. Recovered a government-sponsored enterprise lost entirely to a competitor and retained it for 6+ years.
- One router to roughly 250 offices. Connected a circuit-install problem to a separate business-continuity risk, then standardized one design nationally.

THE THROUGHLINE

REQUEST > CONTEXT > PARTNERS > ADOPTION > SCALE

Start with the request, surface the surrounding financial, operational and technical constraints, assemble the right partners, then build an adoption path that can scale. Seven years carrying the operating consequences of those decisions made the work personal: the solution has to fit the people as well as the problem.

RECENT LEADERSHIP AND ADVISORY EXPERIENCE

Sales and Go-to-Market Advisor | Software Company

Independent engagement | Aug 2025 to Present | Initial project completed Mar 2026

- Rebuilt a product vision and business plan unchanged for more than 15 years, applying enterprise deal diagnostics at company scale.
- Continue to advise the owner on positioning and go-to-market decisions.

Executive Director | O'Dwyer Retreat Center

Baltimore, MD | Jul 2018 to Jun 2025 | \$1.5M P&L | 6,000+ participants annually

- Led a 20-person organization across strategy, operations, customer experience, fundraising and capital planning for an 18-acre property open seven days per week.
- Increased total revenue 20% in the final fiscal year, the strongest financial performance in the organization's history, through targeted marketing and expanded services; newly launched in-house retreats generated 9% of annual revenue.
- Grew annual participation 42% over five years through repositioned programming and a rebuilt go-to-market plan.
- Raised \$40,000 and led a facility-wide upgrade to fiber service, Wi-Fi and audio/video technology.
- Ran customer discovery and raised \$250,000 to fund the program customers requested.
- Advised a governing board on long-range planning and built the team that executed the strategy.

SELECTED OUTCOMES

\$2M

enterprise agreement from a 25-line conversation

\$1.6M

solution value and 1,500+ connected devices

~250

offices on one connectivity design

20%

total revenue growth in final fiscal year

42%

participation growth over five years

SOLUTION EXPERIENCE

- Mobile broadband
- Private networking
- Network resiliency
- Connected devices
- Managed mobility
- Secure digital workflows
- AI-enabled opportunity development

MARKETS

- Fortune 500
- Financial services
- Healthcare
- Enterprise software
- Staffing
- Media
- Government-sponsored and public-sector-aligned organizations

EDUCATION

Towson University
Business Management studies

Loyola College
Business Administration studies

AFFILIATION

Gonzaga College High School
Class of 1996

PHIL HOWARD | ENTERPRISE SALES EXPERIENCE

Senior Client Partner, Mobility Solutions | Verizon

East Coast / Northeast Accounts | Dec 2014 to Jun 2018 | \$10M+ annual portfolio

Enterprise account leader responsible for multimillion-dollar growth across Fortune 500, regulated and nationally distributed organizations.

- Managed and expanded a \$10M+ annual enterprise portfolio, consistently exceeding quota across Fortune 500, regulated and nationally distributed accounts.
- Turned a request for discounted hotspots into a \$1.6M enterprise solution for 1,500+ connected laptops. Brought Dell, IBM, Verizon engineering, finance, customer service and a national implementation team together so devices arrived secured and provisioned.
- Expanded a 25-line conversation into a roughly 2,000-line, \$2M exclusive agreement by uncovering and consolidating a company-wide wireless footprint the stakeholder did not know existed.
- Digitized a paper-and-fax workflow for a home healthcare organization through a roughly \$500K HIPAA-compliant deployment of 300 managed tablets and automated job assignment.
- Originated a proposed \$50M AI-enabled connected-fleet platform with potential scale of 500,000 vehicles, coordinating six organizations through recurring working sessions. The opportunity did not close.
- Built C-suite relationships across IT, procurement, operations and finance; led disciplined account planning, pipeline and forecasting through Salesforce.

National Account Manager | Verizon

Washington, DC | Jun 2003 to Dec 2014

National account seller focused on true whitespace, competitive takeaways, national expansions and multi-year agreements.

- Converted a headquarters-only contract into a national agreement, then expanded it across 130+ affiliates from roughly 100 to more than 5,000 lines and over \$4M in annual service revenue. Engineered successive discount tiers so pricing improved as adoption spread.
- Signed the first formal agreement in a true-whitespace staffing account and grew it past 10,000 lines across 15 years, carrying the relationship through promotion to Senior Client Partner.
- Recaptured a government-sponsored enterprise lost to a competitor, aligning internal finance on flexible terms and co-selling with the partner who owned the buying relationship. The result was a 3,000-device rollout retained for 6+ years.
- Standardized one connectivity design across roughly 250 offices after discovery connected circuit-install delays with a separate, unmitigated business-continuity risk.
- Tripled managed portfolio scope, converting regional accounts into 1,000+ line national agreements and structuring multi-year renewals in compliance-heavy environments.
- Orchestrated technology partners and internal specialists across primary and failover connectivity, private networking and mobile broadband for distributed workforces and branch locations.