




**Chuck Carlin** • 2nd

Director of Business Development at Opera Technologies, Inc.

Washington D.C. Metro Area

 Opera Technologi...

 University of Delaware

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At Opera Technologies, I am a partner in helping solve customer needs with our talented people. I work hard to ensure that matching is more than a transaction; I help manage your successful staffing experiences by fully understanding your expectations. Our problem resolution skills include contract-based and full-time engagements, on-site placement, and fully-managed, solution-based offerings. Our success is measured by the relationships we build with our customers and the positive effect we have on the markets we serve.

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## Experience



### Branch Manager - DC Metro

Opera Technologies, Inc.

Mar 2018 – Present · 10 mos

Washington D.C. Metro Area

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### Senior Account Executive

Kuali

Nov 2014 – 2016 · 2 yrs

Washington D.C. Metro Area

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### Senior Account Executive

rSmart

2014 – 2014 · less than a year

Northeast Region

Part of Sales Team that was purchased by Kuali in November, 2014

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### Dynamics CRM Enterprise Specialist

Microsoft

2012 – 2013 · 1 yr

Mid-Atlantic Region - Public Sector

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### Client Development Executive

Royall & Company

Nov 2009 – Jul 2012 · 2 yrs 9 mos

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### Regional Sales Manager - Talisma CRM

Campus Management Corp

2005 – 2009 · 4 yrs

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### Account Executive

Lawson Software

2001 – 2005 · 4 yrs



### Account Executive

Ellucian

Oct 1996 – Aug 2001 · 4 yrs 11 mos  
Malvern, PA

## Education



### University of Delaware

Bachelor of Arts (B.A.), English

1982 – 1986

Concentration in Technical Writing

## Skills & Endorsements

### Software as a Service (SaaS) · 1



Endorsed by Umang Vasa, who is highly skilled at this

### CRM · 22



Endorsed by Umang Vasa and 2 others who are highly skilled at this



Endorsed by 2 of Chuck's colleagues at Microsoft

### Enterprise Software · 17



Endorsed by Umang Vasa and 2 others who are highly skilled at this



Endorsed by 3 of Chuck's colleagues at rSmart

Industry Knowledge

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**Direct Sales** · 5

**Account Management** · 9

**Business Development** · 4

**Sales Management** · 4

**Marketing Strategy** · 1

**Product Marketing** · 1

**Sales** · 10

**Direct Marketing** · 3

**Advertising** · 5

**Email Marketing** · 1

**Marketing** · 2

**Customer Relationship Management (CRM)** · 4

Tools & Technologies

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**Salesforce.com** · 11


**Microsoft Office**

Interpersonal Skills

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**Lead Generation** · 12

**Cross-functional Team Leadership**

Other Skills 

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**New Business Development** · 3