



Randy M. Altman
Partner

Expertise: Sales Management and Operations. Sales and Marketing Alignment. Strategic Sales Training.

Industry Experience: Technology. Engineering. Manufacturing. Aerospace & Defense.

Key Positions: Executive leadership and sales management at technology companies including Dassault, HP, Siemens, GE, ISD Corp, and DeltaNet.

Education: BS, Business and Finance, Rutgers University; GE High Top MBA Leadership Program; Certified Miller Heiman Strategic Sales Instructor

Work Experience

Randy Altman is an accomplished sales and marketing executive with experience in operations and management. Altman lead regional and national sales teams at HP, Siemens, General Electric, IHS, Dassault Systemes, and XO communications. He also lead sales at several IT start-ups including Cognition, DeltaNet, ISD Corp, and BluePrint Marketing.

As a multi-million dollar sales producer, Altman's clients included Boeing, Sun Microsystems, Microsoft, Lockheed-Martin, Fluor, Honeywell, BMC Software, and Lexmark.

Altman served as a Miller Heiman sales instructor for HP and Siemens. For 20 years, his sales and marketing leadership has focused on transformational programs that provide sales professionals with the tools and skills needed to produce results and achieve their goals.

Altman has been a featured speaker at several CRM and design automation conferences. He is also the author of sales and marketing white papers.