

Steven E. Summerville

Phelco Technologies, Inc :: www.phelco.com
steven@phelco.com



Steve Summerville is a recent addition to the Phelco Technologies family and brings a wealth of Knowledge and professionalism to the role of Business Development Director. Steve is a veteran of (27 yrs) in I.T.Sales and Marketing. He is very well versed in Sales Process and possesses a proven ability to close and manage business in large accounts. Steve is quite familiar with the local Business community.

Steve has sold and managed into large projects in major accounts over long sales cycles. Following is a list of Industry Organizations Steve has been affiliated with and the tenure of those relationships:

- IBM Corporation –7yrs
- Digital Equipment Corporation – 6yrs
- Independent Proprietor – 2yrs
- Bell Atlantic Corporation – 3yrs
- SunGard Corporation – 3yrs
- Xerox Corporation – 7yrs

Steve has extensive experience and knowledge across multiple manufacturer platforms. Listed below are product platforms and manufacturing companies Steve experience with:

- Mainframe Processors – IBM, Hitachi, Amdahl, Cray
- Midrange Processors – AS/400, RS/6000, SUN, HP, SGI
- Micro Processors – Compaq, Dell, Gateway,
- Storage – IBM, EMC, STK
- HW/SW break fix
- Network Services
- High availability
- Internet/E-Commerce
- Customized Solutions
- Disaster Recovery Services

Steve believes in a business philosophy which begins with a consultative approach to engaging clients. First to ask good questions, to listen, understand and then respond. Steve believes good customer satisfaction leads to better relationships and leverage selling.