

Nicholas A. Urbano

Seattle Area, Washington State

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Senior Tech Sales Executive

Catalyst for revenue creation, positive change, building strategic relationships, and developing new business. Championing core principles of accountability, diligence, authenticity, respect, and creativity. Aim to set a powerful example for organizations, especially in the face of adversity. Strive to transform sales teams, drive revenue, and inspire team members to accelerate top-line growth.

Career Highlights

- SK Hynix Americas: Drove dramatic revenue growth over 8 months through strategic account expansion; recognized as “Best Employee” (2022).
- ATP Electronics: Developed new territory; achieved 400% revenue growth and built \$15M pipeline within 5 years.
- Memphis Electronic, Inc: Led increase in annual revenue from \$1.7M to \$16.7M over 8 years; spearheaded business expansion, launching three new sales offices in Texas, California, and Mexico.
- Strategic Leadership: Vertical expertise selling to enterprise, consumer and industrial sectors. Served as market and product expert on investor calls across multiple companies. Masters in Organizational Leadership
- Advanced Semiconductor Solutions Expertise in Memory and Storage: Dynamic Random Access Memory (DRAM), NAND and NOR Flash, Storage, Solid State Drives (SSD), and High Bandwidth Memory (HBM).

Professional Experience

- SK hynix Americas - Director, Sales - September 2021 - Present
 - High value tech sales and negotiation
 - Strategic Global Account Management
- ATP Electronics - Director of Sales / Regional Sales Manager - March 2017 - September 2021
 - New Business Development
 - Territory Expansion and Revenue Growth
- MV Consulting - Principal / Founder - April 2015 - March 2017
 - International Sales, Marketing, and Team Development
 - M&A Advisory
- Memphis Electronic Inc. - Executive Leadership - June 2007 - April 2015
 - Executive Team Leadership
 - Revenue growth & Technology Implementation

Education and Training

- Master of Arts (M.A.), Organizational Leadership, Concentration in Strategic and Organizational Communications - Gonzaga University, Spokane, WA – December 2024
- Bachelor of Arts (B.A.), History with Minor in Business Administration - Graceland University, Lamoni, IA

Volunteerism and Community Contributions

Youth Sports Coach - (Boys & Girls Club, Northwest Juniors VBC, LL Softball); WA 2021-2024
Watch D.O.G.S. (Dads of Great Students); Humble; TX and Sammamish, WA – 2018 – 2022
Houston Football Association, Board of Directors and President; Houston, TX – 2001 – 2013