Reagan White

Business Operations · Program Management · Enterprise Strategy
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Summary

Enterprise business professional with 3+ years at Lenovo in account strategy, revenue forecasting, and pricing analysis. Contributes to $63.8M in shared-territory revenue at 155% and 108% weighted quota attainment.

Experience

Lenovo, Enterprise R&D, West Coast Jun 2023 – Present
Senior PC Specialist Apr 2026 – Present
PC Specialist Oct 2024 – Apr 2026
Sales Support Specialist Feb 2024 – Oct 2024
LASR Associate Jun 2023 – Feb 2024

- Contribute to $63.8M in shared-territory revenue with two Client Managers over two consecutive half-years, at 155% and 108% weighted composite quota attainment.
- Own the PC portfolio for ~80 enterprise R&D accounts in two West Coast territories: roadmaps, business reviews, proposals, order fulfillment, and deal execution.
- Manage pipeline and revenue forecasts; analyze account demand, risks, and opportunities to shape quarterly plans and pricing business cases with finance and technical partners.
- Serve on the Sales Advisory Council (Apr–Oct 2026) and take part in executive pricing discussions; hold an Outstanding FY2026 performance rating and the Senior PC Specialist title.
- Build SharePoint resource hubs for multiple account teams that centralize daily backlog data, roadmaps, and quarterly business review (QBR) materials for easier access and onboarding.
- Deliver customer QBRs, including one that the West R&D General Manager praised as an example for other specialists and that helped inspire a product evaluation loaner kit.
- Lead and mentor new PC Specialists on the West R&D team (4 in the past year) as they move into the role and their territories.

Sales Representative, Stevenson-Hendrick Mazda 2022 – 2023

Sales Intern, EMS LINQ 2022

Leadership Experience

Rising Employees at Lenovo (REAL) Jan 2025 – Present
Chair 2025 – Present
Board Member Jan 2025 – Present

- Manage REAL North America's $10,000 fiscal-year budget and all marketing communications, including monthly newsletters to ~1,400 employees.
- Lead planning and marketing for a ~150-person networking event in Research Triangle Park; coordinate Cisco, NetApp, and SAS partners, executive panelists, and nonprofit fundraising.
- Double the active board from ~4 to ~8 members in 2026 through recruitment and organizational renewal.
- Manage the budget and support nonprofit partner coordination for a community carnival with ~150 attendees.

Education

University of North Carolina Wilmington Dec 2022
Bachelor of Science in Business Administration (B.S.B.A.), Marketing and Professional Selling
GPA 3.73 | Outstanding Sales Graduate

Skills

Business: Revenue forecasting, Pipeline management, Pricing analysis and business cases, Strategic account management, Quarterly business reviews, Cross-functional collaboration, Budget management, Event and program planning, Onboarding and mentoring

Tools: Microsoft Excel, PowerPoint, Word, SharePoint, Power BI, Dynamics 365, Salesforce