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Tony Medrano - the Man behind San Diego Internet Sales and Marketing Services by Maryparker

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Tony Medrano heads SEED Enterprise LLC as President. For more than a decade now, he has shared his expertise with the countryâ€™s major companies in the technology industry being at the helm of marketing, sales and operations. Tony Medrano's clients are proud to have worked with him, taking the services of San Diego Internet sales and marketing services, which he is the Vice President of. His activities focus on getting the clients increase company revenue through successful acquisition of new clients.

Tony was also with SmartDrive Systems where he was the Vice President for Sales, Field Operations and Marketing. SmartDrive Systems was a Software-as-a-Service corporation with 300 personnel whose main thrust was to provide business intelligence programs as well as risk analysis. Tony was part of the decision-making team which produced the $60M venture funding coming from Oak Partners and NEA as he headed field operations and the sakes teams where the company experienced unprecedented growth in such a short period of time. For a time Tony was into assisting a number of digital media and internet start-ups through cost effective and speedy establishment of lead generation and natural internet traffic. His expertise in developing channel partnerships with major internet companies which produce SERP results, page ranks and natural internet traffic that are highly targeted is highly acknowledged in the industry.

Tonyâ€™s expertise extends to IT and Cloud Computing Services. He was the General Manager and Director for Sales of Inflow where he rapidly serviced major accounts SaaS as well as Cloud sales attaining an amazing 150% growth in revenue compared to its dismal 29% growth rate of the previous years. Tonyâ€™s awesome achievement at Inflow directly contributed to the acquisition of SunGard for a whopping $100 million.

Tony concurrently held the positions of Vice President for Sales and Marketing and President for DoDots, Inc. which was a start-up Software-as-a-Service company which produced the very first widget application program for intended for real-time content allocation and lead generation for use on mobile gadgets and desk tops. This project alone earned $25 million in Silicon Valley. Tony drove the company from a small start-up company of 3 employees to 100 as he did the strategizing, prospecting, negotiating and closing of deals with major partners in the likes of CBS, ANC, CNET, E*Trade and Merriam-Webster. He designed a user interface and spearheaded all marketing sales, and client acquisition resulting in having 250,000 users which created a lot of media hype and a surge of customer usage as well as huge viral traffic.

Tony hails from Southern California and has a Bachelor of Arts degree from Harvard. He got his MBA degree from JD Stanford. In his younger years Tony was Lieutenant Medrano, he did a stint in the US Navy as a line officer leading a 100 man team in the engineering, operations and firefighting departments of the USS Chandler DDG-996, a guided missile destroyer. Tony led a team of experienced military technical personnel in charge of field repair and operations. During his three year stint in the Navy, he was promoted twice and was awarded two Navy Achievement medals for his exceptional management of the Operations and Engineering Departments 24 x 7.

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