

[Shikha Agarwal](#)

Solutions Architect at Software AG

[July 20, 2020, Robert worked with Shikha in the same group](#)

Robert is a seasoned Account Executive. He is aggressive, he has a plan to execute, builds trustworthy relationships, pleasing personality. One of the best Reps I have worked with @ Software AG and learnt the tricks of the trade from. You want happy customers, you hire Robert. Hope to work with you again Robert and learn some more.

[Ming Lu](#)

Senior Solutions Architect, SME and evangelist of SaaS and Cloud Solutions for modernization of enterprises.

[July 16, 2020, Robert worked with Ming in the same group](#)

Robert is a veteran Account Executive, a team player, go-getter, above all a winner! He's knowledgeable, methodical, and full of energy. We had a lot of fun working together. I personally, and our team, miss working with you. Wish you new Success!

[William H. Schloendorn](#)

Retired

[January 9, 2018, Robert worked with William H. in the same group](#)

Robert is a stellar Account Executive with a solid business background and incredible marketing prowess. He was an MVP at IBM.

[Tom Saville](#)

Helping companies optimize workloads for performance and cost at NetApp

[January 19, 2017, Robert worked with Tom in the same group](#)

Robert and I were teammates at IBM during a highly transitional time. He was a leader in both his sales performance and positioning new product offerings. I hope to work with Robert again and I would recommend him to anyone seeking a professional salesperson.

[Carlos Rutigliani Vasconcellos](#)

Business Unit Executive & Manager - IBM North America Hybrid Cloud Software Sales

[July 27, 2016, Carlos managed Robert directly](#)

I had the privilege of working with Robert at IBM while I managed the middleware software sales team in Mid-Atlantic. Robert is a very skillful and seasoned seller. He does his homework before visiting any client. While in IBM, he was the LinkedIn ambassador because he embraced the LinkedIn to prospect and reach client out. Robert is fearless and brave. He has solid professional and personal attitude to approach business. I look forward to working with Robert again!

[Clark Swinney](#)

Seasoned sales professional with business-to-business experience in information technology sales.

[July 20, 2016, Robert worked with Clark in the same group](#)

Robert and I started together on the ITSM/Tivoli Solutions team for the Mid-Atlantic back in 2012 through 2014. He was successful in bringing in some significant deals during this time but most importantly was a team player. I enjoyed working with Robert and will look to partner with him in the near future.

Art Lavelle

[Limelight Networks - Our Planets Strongest Delivery of Digital Content: CDN, Real-Time Streaming, Storage, and Security July 20, 2016, Art managed Robert directly](#)

Robert is simply amongst the best! From identification of new business opportunity to alignment with Line of Business Execs. Robert answered all challenges including Internap's initial pre-IPO launch. He grew the Philadelphia branch to 50+ Client acquisitions directly. Net New Clients included: included Children's Hospital of Philadelphia (CHOP), Thomas Jefferson University Hospital, Half.com, Ebay, and PASSHE- PA State System of Higher Education to name a few. This combined with the spirit of Teamwork are his ingredients for Success!

Ash Youssef

[Sales Executive, Federal Systems Integrators at Dell Technologies July 15, 2016, Ash worked with Robert in different groups](#)

Robert and I work together and share a territory in Delaware Valley with responsibility for enterprise clients. Robert is a true professional who has deep knowledge of Cloud solutions from IBM and others and is able to articulate benefits to his clients. Robert strives to seek to understand his clients' business requirements, IT, staff and budget constraints in order to provide approaches that can best meet their goals. It's a pleasure working with Robert!

Mike D'Angelo

[I help people execute, accelerate & transform their personal & professional goals. July 15, 2016, Mike worked with Robert in different groups](#)

Working with Robert specifically on the Commonwealth of PA account at IBM, I appreciated all of his efforts. Robert maintains his professionalism, sense of humor and urgency around pipeline, opportunities, deal progression, and client satisfaction under pressure. Robert does a tremendous job navigating conflicts and focusing his extended team to stay on task and to get to end of job. He is relentless. He is a proactive brand seller. I appreciate his leadership and contributions. His hard work and dedication have paid off. We are all numbers driven, yet some of the most important metrics don't show up on scorecards or dashboards, like teamwork. Robert always remembers the importance of his extended team and 2 powerful words - Thank You.

Craig Pratt

[Advisor at SerenityEHS January 28, 2013, Craig managed Robert directly](#)

I personally hired Robert back in 2007...You could tell he had what it takes to "MAKE IT RAIN!" I left CPWR before he hit his full stride, but I know he was one of the major impact players for the legal group...Anyone who is looking for a mature, dedicated, professional sales rep with a history of success should call Robert!

David Betts

[Sales Engineer at Corvil November 4, 2010, David was a client of Robert's](#)

I have known Robert for two years. When we met, he was selling network troubleshooting/application performance services to the business for which I work. As a result of that project, we became a customer of his and purchased network monitoring and application performance software. Robert has always been in tune to my needs as a customer which allowed him to leverage technical resources from his company to allow me to keep my product implementations on schedule. His knowledge of the products he sold, and his knowledge of my specific needs allowed him to constantly be a positive influence for me to achieve my implementation goals. Robert is always available and ready to deploy answers and solutions that keeps me in the thick of our demanding industry.

Francis Cordón

Helping implement customer-centric practices proven to increase ROI - Digital Experience Intelligence and Optimization October 19, 2010, Francis worked with Robert in different groups

To whom it may concern,

This is to recommend Robert DiRita as an excellent Senior Enterprise Account Manager or similar.

In my role as ITSM Subject Matter Expert for Compuware I had the honor to work side by side with Robert in a number of sales cycles with several accounts. I have to say that after successfully doing a technical evaluation I could rest assure that Robert would take it and convert it into a deal won. He never failed to do that for those accounts in which I personally worked with him. This includes several prestigious law firms in the Philadelphia region, as well as New Jersey accounts. In addition, Robert is dedicated and hard working. He is committed to excellence and will only deliver first-class high-quality work to his accounts. It was a pleasure working with him and I can unreservedly recommend him.

If you would like further elaboration, feel free to contact me at francis.cordon@gmail.com

Robert Bruno

Senior Sales Leader, Energy, Utilities & Services Sector at IBM

May 18, 2010, Robert worked with Robert but at different companies

Robert has many great qualities of Marketing Executive and is someone you would want on your team. He is a bright, customer driven, and passionate sales professional. We met several years ago and have worked to bring mutual opportunities to each other to drive additional revenue. I highly recommend Robert.

Timothy Finkbeiner

Regional Director Sales Engineering at Dynatrace

January 11, 2010, Robert worked with Timothy in the same group

Robert is one of the hardest working people I have had the pleasure to work with. His work ethic and dedication to excellence has brought him success over his career. He does not miss the details and has a knack for discovering potential issues and addressing them right away. He is very driven to succeed in his role as an Account Manager and has met expectations in doing so.

Cyrus Rodolfo

Consultant at Compuware

November 26, 2009, Cyrus worked with Robert in different groups

"Robert and I have worked together on various client deliveries. Robert is extremely knowledgeable and professional, one of the better sales reps I've seen in my career. Robert is always willing to help to make sure that the customer is satisfied, and the solution sold or implemented is working as promised. Robert is also very personable as well as top notch. In the course of working together, I have not found anyone who did not respect and become friendly with Robert." July 23, 2008

Edward Weingartner

Regional Vice President at Transamerica

November 9, 2009, Edward managed Robert directly

"Robert was hired as our Business Development Director and was quickly promoted to VP of Sales. He hired and managed both a local and a regional team of sales professionals primarily focusing on Emergency Restoration work in New Orleans as well as Florida and traveled frequently for the company. He was instrumental in bringing in and deploying our CRM solution, Sales Force.com as well. He was able to quickly develop strategic relationships with senior level management at the largest Insurance companies in the USA which enabled Dynamic to be placed on their strategic Catastrophic Recovery Team, vendors list. And was also a key part in growing our business two consecutive years to be included within the INC 500 fastest growing companies in America. I'd recommend Robert

for any organization looking for a top-notch VP of Sales or Management role or aggressive hunter." -Ed Weingartner, III -President and CEO Dynamic Restoration, Inc.

Joe Meier

[Critical Event Management-Helping keep people safe and businesses running](#)
[February 3, 2009, Robert worked with Joe in the same group](#)

Robert is one of the finest sales professionals I know. His attention to detail in all aspects of the sales cycle from prospecting to closing. Robert knows his business, clients, and solutions. I've grown learned by working with Robert.

Gregory Young

[Experienced Sales Professional Available for New Opportunity](#)
[January 29, 2009, Robert worked with Gregory in the same group](#)

Robert is a true Mentor and Sales Professional. He works very tightly with the staff, networking with others and the marketplace. Taking pride with every step that he takes; he is one of the best people that I have ever worked with. I am confident that if we met 20 years ago, we would have been running a multi-million-dollar company! A fantastic person to work with and a great friend.

Andy Chaffee

[Strategic Accounts LexisNexis](#)
[December 30, 2008, Robert worked with Andy in the same group](#)

Robert is a fantastic value-add to any sales organization. His consistent desire to completely understand the customer and their requirements allows him to provide a service not a lot of others can – the right solution to fit the need. Robert is able to interpret a customer's problem or issue and respond intelligently, resolve it through the technology available at his disposal and ensure the client is satisfied. Robert is comfortable and conversant with all levels of an organization. A true gentleman you would be proud to be associated with.

Steve Hodgson

[Making Software Engineers' lives easier](#)
[February 6, 2008, Steve worked with Robert but at different companies](#)

Robert is a very forthright individual; very thorough and professional Salesperson who is at the lead of his industry and provides great follow-up.

(JP) John Panzica

[Technology Veteran, Entrepreneur, Investor, C-Level Executive](#)
[November 19, 2007, \(JP\) John managed Robert directly](#)

Robert was a pleasure to deal with, he consistently met his goals and was a great team player. It would be a pleasure to have Robert on my team again.