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OBJECTIVE

Key sales management or sales and business development opportunities that utilize my skills in **Global Sales and Channel Management, International Market and Business Development and Strategic Business Growth** through **Leadership** in order to:

- leverage extensive global contact base of enterprise customers and industry professionals to maximize revenue opportunities;
- devise/lead initiatives to expand organization's footprint, market penetration and brand/customer loyalty;
- ensure sustainability of growth while improving bottom line profitability.

QUALIFICATIONS

With extensive experience in:

- Global Business Acumen
- Int'l Market Development
- Startup/IPO Experience
- New Business Development
- Branding/Visibility/Awareness
- Sales/Distributor Management
- Software Solutions
- Global Sales/Market Strategies
- Multi-Channel Management
- Key Account Development
- Large Account Management
- Licensing/Contract Negotiations
- Int'l Business Dev. Consulting
- Wireless/Wire Line/Telecom
- Strategic Planning/Leadership
- General/Operations Management
- Market Penetration Strategies
- Product/Vendor Management
- Revenue/Profit Optimization
- Road Shows/Public Speaking
- Strategic Alliances/Ecosystems

Representative Clients: *Ericsson, Siemens, Nokia, Nortel*
50+ global wireless operators on 5 continents including: AT&T, T-Mobile, China Mobile, SingTel; Movistar, Oi, Vodafone, Telefónica, France Telecom, Saudi Telecom, Etislat, Vodacom, New Zealand Telecom, Optus, Disney World Wireless (MVNO)

EXPERIENCE

Global Business Development Consultant Endeavor Link, GA	2009 - Present
Vice President International Sales TruePosition, GA	2007 - 2009
Director/General Manager - Global Location Business Unit Openwave Systems, Atlanta, GA	2006 - 2007
Senior Vice President, Global Sales Cambridge Positioning Systems, Cambridge, UK	2001 - 2006
President/COO BulletIN.net, Atlanta, GA	1998 - 2001
Senior Vice President and General Manager - Wireless Division Digital Transmission Systems, Atlanta, GA	1995 - 1998
Vice President and General Manager - Europe, Africa, Middle East Hayes Microcomputer Products, Atlanta, GA	1993 - 1995
Vice President of Sales - European Region General DataComm Industries, Paris, France	1990 - 1993
Director/GM for International Sales Director - USA Major Accounts and OEM Sales Digital Communications Associates, Atlanta, GA, Amsterdam, the Netherlands	1984 - 1990

EDUCATION

Bachelor of Science in Computer Engineering
RCA Institute of Technology

ACHIEVEMENTS

Global Sales and Channel Management

Built \$825+ million global sales pipeline for location and intelligence solutions for safety and national security markets. Recruited sales leadership for Asia Pacific, Europe, Latin America and EMEA; set up channel partners to gain entry into elite, closed state/country/military intelligence markets; defined process to monitor/report on progression of sales opportunities; negotiated systems integrator and VAR agreements; led weekly meetings to strategize on prioritizing and converting opportunities to sales; oversaw proposal efforts. **Results:** 6 key multi-million dollar opportunities across all regions positioned for closure early 2009.

Drove global sales for startup company selling technology solutions with high level of accuracy for locating GSM and 3G devices. Assessed North American opportunities; found best prospects within E911 market; targeted infrastructure and handset vendors; negotiated integration, licensing and reseller agreements; hired direct sales people for Europe; signed representation agreements for Asia Pacific, EMEA and Latin America. **Results:** Generated \$6 million through licensing deals with Ericsson, Siemens and Nortel and \$3 million from hand-set business; signed \$1 million+ contract in China; signed \$.5 million contract in Malaysia; trials secured in China and Brazil facilitated agreement with VCs to provide next round of funding.

Set up first "location services solutions" business unit for innovative public company in mobile/broadband space. Perceived need to and partnered with application companies and terminal manufacturers to sell total solution; created/presented "How to Make Money" seminars and workshops at 30 global wireless clients; educated on selling solutions downstream to customers as added revenue stream; had global oversight; led sales teams through 12-18 month sales cycle. **Results:** Achieved \$5 million in 1st year bookings; forecasted to produce \$15 million in 2nd year; secured technology trials with 3 major global operators.

Launched company's first OEM sales channels in North America for custom turnkey communications solutions. Devised strategies to sell custom solutions to large national accounts. Analyzed system integrator market; identified best to incorporate technology as total solution package; closed 2 of top 3 resellers. **Results:** Obtained \$15 million in incremental sales in first 2 years from integrator contracts with Pac Bell, AT&T and Disney World.

International Market and Business Development

Opened Middle East market and **closed** business unit's first international sale within intelligence community. Researched region and leveraged international acumen; identified key players and strategic business partners; built trust and credibility; promoted state-of-the-art security solutions to key governmental entities; negotiated terms and conditions. **Results:** Secured multi-million dollar contract with large upside expansion potential.

Accelerated ramp up of European-based international business unit for leading manufacturer of microcomputer products to meet market demand. Increased staff from 6 to 36; managed ~\$42 million budget; employed strategies to expand brand awareness; expanded from 40 to 150+ distributors and reseller outlets including sales through Super Computer Stores in UK; strengthened customer support; established first OEM sales channels with private label branding. **Results:** OEM branded version produced \$10.5 million in incremental sales in first 18 months without impacting margins or growth from manufacturer's labeled products; total revenues increased from \$22 to \$52 million with highest company profit, 18%.

Established international presence in Europe, EMEA and Asia Pacific for \$200 million company. Opened European office; grew staff to 45; set up international distribution channels with 14 country importers/distributors and 28 resellers throughout to provide sales, stock products and provide customer support; hired and trained sales, marketing and support teams; created company's first European software manufacturing operation, warehouse and product support organization; managed budget up to ~\$21 million; integrated strategic acquisition into organization. **Results:** Grew sales from \$1 to \$12 million in Asia Pacific in 2 years and from \$3 to \$42 million in EMEA in 3 years with 52% profit margins; distribution center improved profitability ~16% by reducing shipping costs and eliminating import duties; acquisition integration increased profits 3%.

Introduced wireless radio solution into international marketplace. Created/presented business case to Board of Directors to develop internally next generation wireless product; gained approval; seized opportunity to become dominant supplier of new radio solution; identified wireless supplier for private labeling in Latin America; found contract manufacturer to ramp up/compete in Asia Pacific; led direct/indirect sales and support channels. **Results:** Sold \$13 million with 62% margin in 2 years in Asia Pacific and Latin America; kept cost of sales, marketing and support at minimum by outsourcing.

Strategic Business Growth/Leadership

Architected/Executed sales expansion and support plan for continental Europe. Developed strategies to drive sales of hardware and software worldwide through multiple channels; established first office in Paris and hired staff; managed sales, marketing and field support in EMEA; developed/strengthened relationships with direct sales, OEMs, distributors and key accounts; sold first OEM agreement to TRT-Philips for private labeling. **Results:** Achieved \$1.5 million revenue in 1st year; grew to \$8 million in 3rd year exceeding quotas.

Started up new wireless solutions division. Hired staff; developed strategic plan; oversaw product development, sales, marketing, finance and customer support; raised VC capital for management buy-out of division; negotiated \$2.5 million with mail.com (NYSE company) for minority ownership position and agreement to launch wireless mailbox services in UK; signed reseller agreements from \$.5 to \$1 million with international companies; launched product in Europe; negotiated acquisition of New Zealand company for technology and customer base; authored term sheet to raise additional funding. **Results:** Expanded customer base 300+% across 3 continents; after buy-out successfully sold company to private investor.

Led business growth to position company focused on design, manufacture and sale of communication software, multiplexers, network management systems and wireless spread spectrum microwave radios for IPO. Oversaw development of new product contributing 10+% of revenue; saved money by developing marketing and advertising co-op programs; served as key member of executive management team writing term sheet; participated in road shows to sell term sheet to Venture Capitalists. **Results:** Produced 38% of parent company revenues by developing and implementing international growth strategy; IPO successful.

Designed inter-department infrastructure/process to present opportunities and partners for approval early in sales cycle decreasing proposal time by 50%. Created template to address key issues; built business cases around opportunities; promoted value of key consultants, systems integrators and VARs; attained alignment with sales, operations, engineering, finance, legal, marketing and senior management; submitted proposals. **Results:** Decreased legal contract review by 80%; ensured solidarity behind business.