

Sample telecom sales

Summary of Qualifications

Throughout my career, I have worked in telecommunications as a Sales Director and Channel Account Manager, growing revenues and developing loyal relationships with wholesale business accounts. My technology background provides insight into my channel partners' businesses, allowing me to leverage product and solution synergies that translate into new business opportunities.

Selected Achievements

- Exceeded channel partner acquisition goal at Level 3, onboarding 10 new partners during the first 6 months, increasing resale of hosted voice-over IP PBX
- Closed \$400K Wholesale Voice deal during first year at Level 3, finishing the year at 200% of plan
- Turned around poor relationship with large wholesale reseller that was in arrears by collecting past due balances and growing monthly revenues from \$100K - \$700K
- Closed a \$100K/month national data network resale deal brought to Level 3 by Global Capacity. Halfway through implementation, company decided requested Level 3 do the deal directly, so I negotiated a financial solution all three parties' satisfaction
- Exceeded assigned quotas, goals and MBOs for 44 out of 48 quarters by managing diverse account roster

Professional Experience

Level 3 Communications

2004 - present

Sr. Account Director - Wholesale

- Responsible for \$30M in wholesale business accounts, selling voice, transport, IP transit, MPLS and Ethernet solutions to a wide variety of mid-tier carriers, CLECs, ISPs, VoIP providers, Access Providers, and re-sellers
- Responsible for training, developing and implementing marketing plans and joint selling with channel partners
- Sold VoIP PBX and SIP trunk solutions by recruiting VARs, 3rd party distribution channels and resellers throughout my territory (southeast US)

SBC DataComm

2001 - 2004

Sales Director - Florida

- Developed relationships with senior management at Cisco and other vendor partners
- Managed 7 salespeople as well as having dotted line responsibility for 4 sales engineers

Cisco Systems

2000 - 2001

Channel Account Manager

- Managed channel partnership with SBC DataComm in the southeast region
- Created synergies between Cisco and SBC sales teams
- Customized and delivered product, solution and market based training to local SBC sales teams

GE Capital IT Solutions
Partner Sales Manager

1998 - 2000

- Managed local relationships with Cisco Systems in the southeast region
- Facilitated new business development between local Cisco and GE sales teams
- Conducted internal training sessions on Cisco products and solutions
- Closed networking opportunities for sales teams

Early career experience at Cabletron, 3Com, InteCom, IBM

Education / Training

DeVry Technical Institute

2 Year Electronic Technician Program

University of North Carolina

Financial Management for Non-Financial Managers

Georgia Institute of Technology

Advanced Negotiation Skills

Target Account Selling - The TAS Group

Challenger Selling

Dale Carnegie - How to Win Friend and Influence People, Effective Speaking

Software Skills

Siebel, Sales Force.com, Master Stream