

CYPRESS COMMUNICATIONS

2000-01

Regional Sales Manager, Conn., New York, New Jersey, Pennsylvania, Delaware

*Sales and Service
of Shared
Tenant Services*

- Initial responsibility was setting up a comprehensive Account Executive team and Account plans prior to market introduction. Aligned Account Executive to building square footage quota to reflex start up mode.
- Managed Sales and Customer Service Force readiness level, professional knowledge and skills through in house and corporate training.
- Established and administered offices in New York & Philadelphia

GEOTEK COMMUNICATIONS, INC.

1994-99

Vice President Sales & General Manager, Eastern Region (1996-99)

Vice President US Operations (1994-96)

*Sales & Operations
Mobile Communications*

- Initial responsibility was setting up a comprehensive dealer network prior to product introduction, complete with all support functions including: customer service, logistics, fulfillment center, and dealer sales/service support.
- Subsequently managed the introduction and sales of wireless products with responsibility for regional sales organizations comprised of both direct and dealer networks.

METAGRAM AMERICA

1991-94

Vice President Sales and Marketing

*Sales & Marketing
Alpha Paging*

- Immediately after assuming responsibilities for national sales, cut expenses 50% by reducing branch offices from 37 to 20 and reorganizing staff under 2 Regional Directors.
- Doubled sales and increased market share by creating a totally new marketing program, broadening advertising policy, and providing professional training to staff.
- When company was sold by parent company, handled all personnel functions and disposal of assets.

TPN SERVICES/THE PHONE NOOK INC.

1983-91

Founder & President

*Sales & Marketing
Systems/Equipment*

- Established and managed company that successfully competed with AT&T and NJ Bell in selling and installing the complete range of telecommunications, both at retail and directly to large and small companies in North Jersey.
- Developed long term relationships with major corporations such as GM and Merck, while earning retail recognition as Westfield Retail Merchant of the Year.

AT&T/Verizon

1971-83

Account Executive (1971-83)

*Sales & Installation
Systems/Equipment*

- Began as an Installer and earned promotions to Sales Representative, and then to Account Executive with responsibility for selling voice and data systems and equipment to major corporations served by the company.

EDUCATION

Developed comprehensive knowledge of Telecommunications Equipment/Systems in numerous training programs at AT&T and at New Jersey Institute of Technology. Completed Business training at Union College and Kean University.