

Profile**Senior Sales and Business Development Executive:
Advanced Communications / Networking Technologies**

Top performing Sales and Management professional with proven ability to drive business growth through aggressive sale initiatives that deliver revenue growth, market share, and market penetration. Strategic thinker who can plan and implement sales, marketing, and business initiatives to support corporate objectives. Experience in technology / product launch, market expansion, and restructuring of sales organizations following mergers, acquisitions, and spin-off.

Expertise in identifying, establishing and managing strategic partnerships to leverage strengths of both partners and generate significant business opportunity.

Talent for identifying high-potential products and markets.

Professional Experience

TECHIE CONSULTANTS San Jose, California

□ Vice President, Global Business Development — 1997-Present

Retained by NutAccess following acquisition of Macro-Masters and challenged to build and lead a national and worldwide sales organization for communications / networking technology:

Direct the sales initiatives in 3 distinct sales channels: OEMs, VARs, and access providers. Create complementary marketing programs to support targeted sales efforts and product focus.

- Successful launched Hayes as an OEM supplier of broadband and RAS products.
- On target to achieve OEM percentage of \$200 million sales quota in first year.
- Exceeded all sales and business development objectives established at time of merger.

Coordinate and manage sales programs and project teams to support our pivotal sales strategy: the establishment, maintenance, and expansion of *strategic relationships* with telecommunications providers and other key technology accounts. Identify new corporate opportunity through merger and acquisition, product development, channel development, and partner relationships.

- During first 6 months, established strategic partnership programs with Globaltel, CAL-tel, Bay Router, Kansas Computers, Clear Technologies, and Premier Cable.
- Beginning expansion to global markets (primarily European) through initiatives with international telecommunications companies.

Train, manage, and motivate 17 direct reports: sales team, system engineers, project managers. Collaborate with Marketing and Engineering teams on new product development and roll-out. Accountable for sales results and profit margins.

MICROTECHNIK Cupertino, California

□ Director of Strategic Business Development — 1996-1997

- Grew OEM business from zero to more than 35% of company revenue.
- Established strategic relationships with Worldspan Telecom, Micro-Masters, Couplers.
- Identified product potential and initiated acquisition of the NT RAS product lines — now in its third generation and the foundation for future business direction and growth.
- Instrumental in developing the relationship with Netaccess that led to merger.

Professional Experience, continued

XTY SOLUTIONS INC. Cupertino, California

 Director OEM Sales — 1993-1996

- Consistently led company in quota performance and total revenue generated.
- Established relationships with numerous manufacturers of computers and peripherals as well as telecommunications providers.
- Directly responsible for the business relationship that resulted in acquisition of network Solutions and subsequent spin-off of NetAccess.

THE ABC SOLUTION GROUP San Jose, California

 Director OEM Sales — 1991-1993**East Coast OEM Sales Manger** — 1990-1991

- Recognized as the company's sales leader in quota performance and total revenue
- Grew the OEM sales program from ground zero to more than 40% of company revenue.
- Established strategic relationships with key technology partners.
- Developed relationship with Comp Solutions that led to its acquisition of the company.

ALMAVIDA SYSTEMS Cupertino, California

 District Sales Manager — 1988-1990**Senior Sales Representative** — 1987-1988

- Exceeded all sales quotas.
- Established distribution channel with national and regional distributors.

ACME COMPONENTS Cupertino, California

 District Sales Manager — 1986-1987**Computer Products Sales Specialist** — 1983-1986

- Exceeded quota 11 consecutive quarters.
- Significantly increased revenue within major accounts.
- Tripled the share of total branch revenue supplied by the computer products segment.
- Earned Advanced Technical specialist certification from Intel and Control Data.

Education

B.S. in Computer Engineering; University of California at Berkeley