

## SUMMARY

Accomplished telecommunications sales and business development leader with 30 years, progressive experience. An authoritative representative proficient in identifying, analyzing and accessing markets and verticals for new business opportunities. Measurable success at establishing strong relationships and strategic partnerships with Data Center Providers; Telecommunications Service Providers; Electric Co-ops; Original Equipment Manufactures; Managed Service Providers; Managed Virtual Networks Operators & Aggregators; Hyperscalers; Fiber Overbuilders, and e-Commerce corporations. Proficient in developing, applying, and implementing effective strategies to stimulate revenue growth and maximize profits to achieve long-term corporate goals.

## SELECTED ACCOMPLISHMENTS

- Championed a collaborative support team to grow annual revenue to \$50 million from one account
- Developed and sold network solution for resale to world-wide hyperscaler, in excess of \$12 million
- Successfully developed wireless video content distribution strategy to reach 50 million subscribers through a distributed architecture design, with dedicated 100 Gig, IP Ports, in partnership with global, Content Distribution Networks (CDN's), and Over-the-Top (OTT) video service providers

## PROFESSIONAL EXPERIENCE

Windstream Holdings, Little Rock, Arkansas 2024-Present  
**Senior Wholesale Account Manager II**

As a Senior Wholesale Executive, my focus at Windstream is new business development and partnerships with leading technology companies. Specific areas of business focus includes network transport solutions for Hyperscalers; Gaming; Video Content; AI; Fiber Overbuilders; Data Center Providers, Cloud Service Providers, and Managed Service Providers. Windstream's leading, Wholesale product portfolio includes Wavelengths; Managed Spectrum; Dark Fiber; Ethernet; DIA; DDOS; MPLS, and Network Intelligence tools.

Cogent Communications, Denver, Colorado 2023-2024  
**Global Account Director**

Strategically focused on business development and sales of IP; Wavelengths, and data center solutions to net-centric corporations; hyperscalers; fiber providers, and cable operators - creating sustainable revenue streams from the acquisition of Sprint's (T-Mobile's) fiber assets to Cogent Communications (May, 2023).

- Recognized as the top producer, company-wide, of wavelengths sales, 2023.
- Exceeded sales quota by 500 percent (2023), with seven-figure contract values.

T-Mobile (formerly Sprint), Denver, Colorado 2020-2023  
**Strategic Account Director & Business Development Manager**

New customer acquisition and business development for facilities-based service providers.

- Sold and managed \$2.6 million in recurring annual revenue from Internet and Wavelengths sales.
- Sold T-Mobile's largest dedicated network, and recurring revenue commitment for Photonics as a Service (wavelengths) to fiber overbuilder.

SPRINT, Denver, Colorado

2013-2020

***Wholesale Wireless Acquisition Manager II***

Developer of new wireless partnerships for MVNO/MVNE segments with a focus on emerging verticals.

- Pursued, facilitated and drove demand for new customer acquisition and business development for ISP's; Satellite Internet Service Providers; consumer; e-commerce; distributors; Original Equipment Manufactures; System Integrators; Software Defined Networks, and Value-Added Resellers.
- Created solutions and partnerships for operators serving consumer; enterprise; B2B; and messaging application providers (NUVO's; OTT's; SMS/MMS), leveraging innovative mobile solutions for banking; commerce; advertising, and data analytics while applying integration and convergence.
- Developed mobile broadband solutions for purpose driven devices for emerging applications in health care; field service automation; GPS tracking; education, and enterprise applications.
- Responsible for business modeling; financial planning; ROI; subscriber forecasting, and customer life value (CLV) from variable and fixed costs (usage; subsidies; CCPU; CPGA; and margin).
- Oversaw implementation of customer on-boarding through functional integration with web service API's; VPN's, and SFTP to support BSS and OSS integration, while managing processes, teams, and external partners.

SPRINT, Denver, Colorado

2003-2013

***National Account Manager II***

Created and orchestrated collaboration of multiple cross-functional, internal, and external teams to effectively develop, acquire and managed Wholesale, backbone and Global Transit IP network partnerships.

- Managed western U.S. territory for Sprint's highest valued clientele representing \$65 Million in annual revenue.
- Responsible for acquisition and retention of the largest network communications companies purchasing wholesale services including traditional wire-line and IP data services.
- Developed strategic relationships and Master Service Agreements with committed revenue with the largest Content Distribution Network's in the U.S. on Sprint's IP network.
- Negotiated exclusive Master Service Agreement to the fourth largest cable broadband communications' provider (MNO) which generated \$20 million in revenue.
- Developed and negotiated Master Service Agreements for voice and data service plans resulting in incremental net revenue increases in excess of \$240 million.
- Recognized as a top producer for ten consecutive years; President's Circle 2008.

WILTEL COMMUNICATIONS, Denver, Colorado

2001-2003

***Senior Carrier Sales Representative***

- Identified and developed strategic business relationships with local and national broadband telecommunications companies including the third largest Regional Bell Operating Company (RBOC).
- Created Preferred Provider Agreement with a third largest RBOC with committed revenue terms.
- Developed and implemented interconnection in eight U.S. markets with leading national provider of metro optical services that resulted in enhanced capabilities for each party and preferred pricing to WilTel.
- Sold dark fiber, Indefeasible Right of Use (IRU), Wavelengths and OCN transport to Optical Service Provider resulting in \$650,000 in new revenue.

LEVEL (3) COMMUNICATIONS, Broomfield, Colorado

1999-2001

*Sales Director, Global Strategic Markets* (2001-2001)

*Senior Account Manager, Carrier Markets* (1999-2000)

Developed and maintained strategic business relationships with Managed Service Providers (MSP's); Competitive Local Exchange Companies; cable broadband providers (MNO's), and facilities-based Long-Distance Resellers.

- Sold national private line backbone and colocation solution to Managed Service Provider, resulting in a contract value \$7.5 million.
- Sold custom colocation, IP network and VOIP solution for data and voice provider in three U.S. markets, with \$875,000 in monthly recurring revenue.
- Sold voice termination solution using Softswitch technology (3Voice) to Managed Network Service Provider and Long-Distance Reseller, with \$460,000 in monthly recurring revenue.
- Sold VOIP, IP, and colocation solution to international VAR in ten U.S. and two Asian cities.

INTERNET COMMUNICATIONS, Denver, Colorado

1993-1999

*Senior Account Executive*

Designed and sold Wide Area Networks (WAN's), data, and voice solutions to enterprise users.

- Assessed existing processes and technologies to deploy technological solutions to meet corporate goals.
- Sold Cisco Managed Services to monitor network traffic to maintain ideal performance levels.
- Generated \$5 million in new revenue from integrated voice and data hardware sales.
- Achieved President's Club three consecutive years, 1995-1997, and Sales Person of the Year, 1995.

## **EDUCATION**

B.A., Communications, Metropolitan State University of Denver