

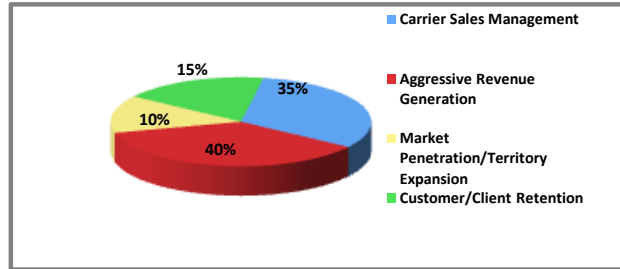
MATTHEW LANGLEY

Address, City, State ♦ (123) 456-7899 ♦ client@yahoo.com

TELECOM SALES PROFESSIONAL

Operating/Project Manager ~ Business Development ~ Sales Engineer ~ Strategic High Margin Product Sales

A top-performing, award winning- **Carrier Sales & Account Manager** with 17+ years of telecom sales experience, focused on **Advanced Voice and Data Solutions**. Credited with combining sales, marketing and business development expertise to deliver substantial revenue growth in highly competitive business markets; specifically, Unified Communications providers-with sustained superior sales results. Strong expertise in cold-calling to large organizations as well as leveraging existing networks, and proactively hunting and tactfully closing new accounts. Highly accomplished in ability to build and maintain relationships. Proven ability to cultivate profitable relationships with telecom carriers and service providers and deliver high-level customer service and provide comprehensive service. Exceptional technology skills combined with proven ability to drive marketing strategy, manage and nurture talent, deliver sales growth, form strategic partnerships, and successfully implement and oversee complex projects. Outstanding strategist distinguished for proven leadership and team-building skills and excellent conflict resolution abilities. Solid Network Administration expertise includes: wavelength transport, MPLS, Ethernet over Copper, IP Transit, and VOIP.



NOTABLE ACHIEVEMENTS

Accolades: Circle of excellence award winner in 6 out of 13 years while with LCI and Quest-based on sales performance

- ✓ **Major Account Acquisition:** Orchestrated the acquisition and closing of Broadband Hospitality, the largest account in Cleveland sales history
- ✓ **Strategic Territory Expansion & Management:** Negotiated and secured Metropolitan Statistical Areas (MSA's) with 3 of the 4 largest wireless providers in the United States relative to Ethernet backhaul services (fiber to the cell). Companies included AT&T Mobility, Sprint and T-Mobile.
- ✓ **Customer Acquisition & Retention:** Grew share in key customer segments; an average 7 to 10 new high profile customers per year.
- ✓ **Outstanding Sales Metrics:** Exploded monthly and yearly quota objectives which were in excess of **\$40 million in annual sales for QWEST** regularly.

AREAS OF EXPERTISE

Strategic & Tactical Planning • New Business Acquisition & Management • High-Level Negotiations • Market Research • Brand Planning • Channel Marketing • Consumer Insights & Retention • New Fiber to The Cell Sales Generation • Profit & Loss B2B/B2C • Expertise in Managed Services (Wife, Router, etc) • Budgeting & Forecasting Unsurpassed Customer Service • Revenue & Profit Growth • Customer/Client Relationship Management • Territory Management • Market Trends • Competitive Analysis • Staff Training & Leadership • Sales & Marketing

PROFESSIONAL EXPERIENCE

HARGRAY COMMUNICATIONS GROUP, Hilton Head, SC

2011-2014

Carrier Sales Account Manager,

Oversaw and managed all aspects of carrier management including new sales generation and management of an existing \$1M per month customer base.

Key Accomplishments:

- Drove 20% growth in carrier revenue for 2012 and 2013 consecutively. This includes combined wireless and wire line sales.

- Grew awarded cell site count by 1400%. Expanded locations from 15 sites in 2011 to more than 200 sites by the end of 2013.
- Collaborated in the development and marketing of first carrier wavelength 2.5 GIG AND 10 GIG services in 2013.
- Negotiated with Long Haul Providers on the purchase of off-net circuits as a part of an aggressive retail sales initiative.
- Negotiated pricing for IP, backhaul, collocation and equipment services in an effort to reduce internal costs.

XO COMMUNICATIONS, Cleveland, OH
Carrier Sales Account Representative,

2010-2011

Managed and directed East region territory development and expansion including marketing, sales generation and client database management. **Clients included:** Windstream, IRIS Networks and other high-profile companies.

Key Accomplishments:

- Managed \$20,000 monthly sales quota for new sales revenue; met and exceeded required metrics.
- Administered engineering, provisioning, billing, contracts, pricing and credit services support and assistance for all carrier accounts.
- Delivered highly impactful sales presentations to senior leadership (CEO, CFO, CTO and VPs) and customers.
- Oversaw aggressive sale and promotion of Strategic High Margin products including wavelength transport, MPLS, Ethernet over Copper, IP Transit, and Wholesale Voice.
- Secured extensive business with Windstream, which included multiple 10 Gig IP Drains and 10 GIG Wavelength Transport Services.

QWEST COMMUNCAITONS COMPANY, LLC, Cleveland, OH,

1996-2010

Awards: Wholesale impact award winner (2007) "Greatest number of new accounts sold" ♦ and "Greatest % growth" (2008) ♦ Circle of Excellence Winner (2007-2008)-Wholesale Division

Wholesale Account Executive, 2002-2010

Managed wholesale accounts within the Central and Southern regions. Sold and promoted both regulated and non-regulated wholesale Strategic High Margin products. **Clients included:** CenturyTel, Fair point Communications, and Cavalier Telephone and other well-known names within the industry.

Key Accomplishments:

- Oversaw the sale of advanced data and voice services to carriers, resellers, and internet service providers. Products included TDM and Ethernet-based private lines services, high speed internet and VOIP.

Major Account Executive, 1996-2002

Awards: Circle of Excellence ♦ 1998, 1999, 2000, 2001 - (Business Market Group) ♦ Sales Representative of the year-Cleveland Sales Office, 1998, 1999-2000

Key Accomplishments:

- Successfully managed, met and exceeded \$13k new-bill revenue quota.
- Managed and maintained an existing customer base in excess of \$1M per year
- Created sustained revenue stream by selling a full suite of telecom products with an emphasis on IP based services, including DIA, web-hosting, frame relay, ATM, Private Line, Operator services, and Enterprise Long Distance.
- Managed coveted list of high profile prospects and existing customers which represented some of the largest Fortune 1000 companies in the Cleveland market.
- Maintained strategic business relationships with chamber of commerce in Cuyahoga and Summit Counties.

EDUCATION

- **The Ohio State University, School of Natural Resources, Bachelor of Science, 1996**