

DENNIS P CAHILL

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SUMMARY

Technology Professional with proven experience including roles as a manager, program manager, sales manager and sales support engineer. Experience includes all stages of complex software and hardware solution deployments both domestic and international, from proposal analysis through implementation. Successful management of multiple project deployments, involving multifaceted enterprise solutions for the communication industry. Strengths include:

- Program and Project Management
- System Deployment and Integration
- Customer Management
- Proposal Analysis and Response
- Team Leadership
- Direct and OEM Sales

PROFESSIONAL EXPERIENCE

COMVERSE- CONVERGED BILLING DIVISION, Mount Laurel, NJ

2005 – 2011

Technical Program Manager

Responsible for translating the specific customer business needs into concrete results. Defining the project scope, plan, schedule, and document project activities needed to achieve the customer's requirements. Perform in-depth analysis for complex requirements. Monitor and track project to ensure timely deliverables and customer satisfaction. Manage complex solution deployments and help resolve issues during and after deployment. Coordinate customer actions and/or sales team member actions, with in-house development resources. Prepare and give presentations to customers assisting sales with the closing of new business.

- Technical Manager implementing the Proof of Concept (POC) for Comverse One, Converged Billing system in a major European Mobile Telephone service provider. The successful completion of this POC was one of the contributing factors in the award of a multimillion dollar contract from the carrier.
- Successfully managed multiple Converged Billing system projects in Eastern and Western Europe and improved customer satisfaction. Resulted in 2 million dollars of new business and account retention.
- Major contributor as a Project Manager for a Prepaid Billing system that was awarded the Vendor of the Year by Alltel Communications. Responsible as the Project Manager for Alltel's time sensitive divestiture project. This project's on-time completion was required to allow the merger of Alltel Communication with Verizon Wireless Communications.

TELESCIENCES, INC, Mount Laurel, NJ

1996 – 2004

Sales Manager

2000 to 2004

Reported to the Vice President of Sales as an account executive responsible for the development of sales to new accounts and maintaining existing accounts. Attended trade shows to seek out and establish new business development partnerships.

- Closed an order the company's first next generation mediation solution to a large Cable MSO.
- Sold the company's first mediation Application Program Interface (API) package to an end user.
- Led sales effort for a Multi-million dollar system deployment to a new account, Alltel Communications.
- Negotiated a Multi-million dollar system deployment to Bell Canada with value added customizations.
- Drove the sales of Multi-million dollar system implementations to new start up CLEC's.
- Sold a test bed system to AT&T for competitive system analysis.
- Cold called and sold many systems to small third tier operators.
- Negotiated and executed many OEM, Partnering, GPA and Service Support contracts with major communication operators and switch manufacturers.
- Authored many white papers and contributed to the development of product literature that was published and available on the company's website.
- Prepared winning detailed proposal responses addressing both commercial and technical areas

PROFESSIONAL EXPERIENCE

TELESCIENCES, INC, Mount Laurel, NJ

1996 – 2004

Director of Sales Support

1998 to 2000

Responsible for providing technical sales engineering for billing mediation systems to all accounts domestic and international. Reported to the Executive Vice President of Sales and worked with the Regional Sales Directors to achieve territory quotas. Managed a staff of nine sales support personnel and sales engineers. Developed and maintained budgets for travel and administration of the department. Served as a member of the product planning committee as the key contributor for the sales organization.

- Developed project plans and detailed status reports used by upper management.
- Led the creation of many Statements of Work and Project Scope documents for new projects.
- Created detailed product descriptions and response templates for use in proposal responses.
- Developed and provided detailed product presentations supporting all sales.

Technical Director of International Sales

1997 to 1998

Responsible for providing technical sales engineering for telecommunication billing systems to the new territory covering Europe, Middle East and Africa. Reported to the Vice President of Sales and worked with the Regional Sales Director to achieve territory quota. Worked with the Regional Sales Director to locate and negotiate in country international teaming agreements.

- Worked with Regional Director to negotiate teaming agreement with French integration partner.
- Helped close the sale of our mediation solution to large French competitive carrier, Cegetel.
- One of the key contributors in closing the first sale of our mediation solution to a Mobile operator.

Sales Support Manager

1996 to 1997

Provided sales and sales engineering expertise teamed with Regional Sales Manager for telecommunication traffic and billing systems. This included performing presentations to new and existing accounts, defining statements of work, preparing proposal responses and managing project implementations. Required an in-depth understanding of telecommunications network standards; i.e. Bellcore TR's, TA's, LSSGR and OSSGR.

- Supported the territory yielding over 30% of the total companies' annual revenue
- Served as Project Manager for a time sensitive, development project in company's largest customer.
- Designed configuration control software programs to automate pricing and system configurations.
- Wrote many product descriptions used by sales in proposals and general sales activities.

EDUCATION

Graduated John F. Kennedy High School, Willingboro, NJ

Attended Burlington County College, Pemberton, New Jersey- General Courses and Computer Programming

PROFESSIONAL DEVELOPMENT

- ATM Networking, Advanced Research Group, Morristown, NJ
- Telecommunications & Telephone Switching Systems, Northern Telecom, Nashville, Tennessee
- Telecommunications/Multiplexing and T-1 Networking, Timplex, Inc
- Writing to Persuade and Influence, Lehigh University
- Effective Negotiating, Karrass.

SOFTWARE EXPERIENCE

General PC applications Microsoft Word, Excel, PowerPoint, Project, Visio, Access, and Publisher

SYSTEMS EXPERIENCE

- IBM 570/520 AIX OS, Oracle, Comverse One Converged Billing Application
- IBM 570/520 AIX OS, Oracle, Comverse Real Time Billing System
- HP 9000 RISC H, K and N Series, HP-UX OS, Informix and Oracle, Telesciences' Mediation Applications
- Motorola 68000 Series, VME, Lynx Real Time OS, Telesciences' Sterling Data Servers
- Sun Microsystems V Class & Netra Series, Sun Solaris, Oracle 9i, Telesciences' Mediation Applications
- Sun Microsystems V Class & Netra Series, Sun Solaris, Oracle 9i, Telesciences' 5000i Mediation VOCable RKS
- HP Servers, Microsoft NT, Telesciences' Mediation Application
- Motorola Based—Proprietary trunk and voice response HW, Science Dynamics MACBS Pay-Per-View system
- Motorola Based—Proprietary line and voice response HW, Science Dynamics CCTD Inmate Phone Control
- Motorola Based—Proprietary trunk and voice response HW, Science Dynamics VRS voice intercept system
- Motorola Based—Proprietary trunk and voice response HW, Science Dynamics ARU for Directory assistance
- HP A900/ASK MAMMAN manufacturing/order management software/ RTE based system