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OBJECTIVE:

Strategist who played start up roles at Cisco, Lucent and Netscreen seeks key contributor role with cutting edge technology company. Global, regional or national roles vetting and launching channels; initiating direct competitive wins at major accounts or sales and operations management. Strong track record for opening new accounts and leading teams. Understand the pre-IPO culture and work well with a team in growth environments where multifaceted players are valued.

MAJOR ACCOMPLISHMENTS:

Over twenty years of consistent high performance in operations, sales, strategic alliances, training and management roles. Reputation for hiring strong, diverse teams and cultivating talent primarily in start up and merged environments. Following the successful IPO of Netscreen Technologies in 2002, I formed Austin Hunter and have consulted with systems integrators, executives and entrepreneurs.

EXPERIENCE:

*April 2002
to
Present*

Austin Hunter Associates
Consultant/Contract Sales

Rosemont, PA

Consultant to small to mid size business owners and systems integrators. Drive vendor selection, launches, contract major account selling and competitive intelligence. Clients have included Perinet Technologies, Devon IT, OneNet and start ups in manufacturing and retail.

*September 2000
to
2002*

Netscreen Technologies
Director of Sales, Eastern Region

Santa Clara, CA

Recruited to join the pre-IPO sales management team at Netscreen where I hired and led a sales team while personally opening and managing the Verizon and Comcast accounts. Exceeded sales goals. Only technology IPO in 2002 - company sold to Juniper Networks.

*October 1999
to
September 2000*

Crosskeys Systems (Newbridge Networks)
AVP, Strategic Alliances

Kanata, Ottawa

Opened the US offices and hired and managed sales and support teams in North America. Charter was to form alliances with large integrators including EDS, Perot Systems, Equant and federal integrators. Signed sixteen alliance agreements. Left to join former Cisco engineers at start up Netscreen Technologies.

*November 1996
to
February 1999*

Lucent Technologies
General Manager, Southeastern Region

Basking Ridge, NJ

Recruited from Cisco to launch Lucent's entry into integrated voice/data sales and network integration (now Avaya). Assessed legacy talent from AT&T, worked closely with HR to transition employees to appropriate fit while staffing a team of 36 sales and support engineers. P&L included real estate for region office and demo centers in 7 states. Served on executive committee for selection of partners and products as well as policy. Recognized for diversity in hiring. \$36M first year goal exceeded.

August 1993
to
November 1996

Cisco Systems
Global Alliances Director

San Jose, CA

Joined Cisco as a territory sales rep in Philadelphia; promoted to healthcare specialist and Cisco's first major account sales team (SAP, Equant, HP and Seimens Medical) following record sales and territory build out in PA. Selected for first Channel Team at Cisco as well as Global Services Director role following a \$16M sales year; exceeded quotas for revenue and new accounts throughout career. Internally trained in networking, telecom, management and sales methodologies.

June 1984
to
August 1993

Memorex Telex Corporation
Regional Manager, Sales Support

Marlton, NJ

Managed sales support, systems engineering and marketing in a decentralized global company that sold IBM compatible hardware to enterprise, airline and government accounts. Area encompassed 16 southeastern states; participated in three acquisitions and management transition teams; Region # 1 in sales 8 of 9 years, Employee of the Year, 1986 - recognized for establishing an integration and partnership program that led to the largest sale of PC's.

August 1979
to
August 1984

Mohawk Data Sciences
Global Trainer and Speaker

Cherry Hill, NJ

Professionally trained to present to global distributors and their customers and host high level corporate visits and tours. Traveled in North America, Europe and Asia 80% of the year. Worked on site in Seoul, Korea to launch Korean Airlines and Bank of Korea account roll outs and hosted Argentine distributors during the Falkland Islands crisis in 1982.

EDUCATION:

2004

College of Executive Coaching
certificates Executive Coaching

Ventura, CA

Program accepts masters level or higher students for post graduate study. Additional coursework through American Management Association/NYU in management of technical personnel and marketing and The International Coach Federation.

1978

Villanova University
MA Ed. Administration

Villanova , PA

1974

West Chester University
BS Education

West Chester, PA