

Tom Wagner

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Summary

Successful, high energy sales professional with extensive experience in selling both terrestrial and satellite communications systems, as well as FTTx, DSL/Wireless technologies, LAN/WAN networks, and IP applications. Consistent over quota achiever with the ability to develop territories, open new channels, and manage strategic accounts. Great relationship builder, aggressive closer and tireless prospector.

Skilled at developing new channels and working with partners and resellers to develop business for both commercial enterprise and state/federal government opportunities. Equally comfortable working at the executive level, and with technical engineering groups. Experienced manager of large territories, sales people and technical support groups.

Professional profile

- Results oriented quota achiever
- Experienced lead generator
- Relationship builder
- Sales and sales management experience in both the United States and Canada
- Technical experience with a background in pre-sales support, systems engineering and computer programming
- Broad technical network knowledge including fiber optics networking and internet connectivity
- Self starter and I work well with little or no supervision
- Excellent presentation skills
- PC literate with Microsoft
 - Power point
 - Excel
 - Word
 - Sales Logix account and forecast database

Professional Experience

iDirect Technologies, Herndon, VA

August 2007-December 2008

Senior Sales Executive, Northeast US & Eastern Canada

Responsibilities include opening new accounts, selling IP satellite applications, hubs, and routers including territory management and sales reporting for the Northeastern United States and Eastern Canada.

My customers are Satellite Companies and Communications Network Operators supplying broadband access, maritime, digital signage, disaster recovery, broadcast, media, cellular backhaul, and Voice over IP applications.

- **Initiated a global cellular backhaul partnership program with a major systems integrator**
 - **WAN extension over satellite and fiber access links**
- **Sold a major broadband access system for western Africa including network management services**
- **Added several new accounts as well as new sales channels**

Tellabs, Ashburn, VA

1998-2007

Strategic Account Manager, Tellabs

Tellabs and Coherent Communications merged in 1998

I was responsible for opening new VAR's, OEM's, and managing the Global Nortel and Motorola accounts in addition to developing the Builder/Developer markets for the Tellabs FTTX product line in the US and Canada.

- **I increased the Nortel and Motorola global revenues to over \$25 million annually**
- **Wireless and wire line Systems integration**
- **I led the Fiber to the Home Systems Integrator effort after the AFC merger**

Coherent Communications

North American Sales Manager, 1991-1998

Previous to the merger with Tellabs, my responsibility at Coherent was for OEM and major accounts in US and Canada. Products were both stand-alone and integrated T1 and E1 voice quality technologies including echo cancellation and noise reduction systems. I was responsible for three sales people and 2 technical support people in the US and Canada. Applications included wireline, Cellular, GSM, PCS, voice over ATM and voice over IP. Major accounts I have developed and managed are Nortel, Newbridge, Motorola, Cisco, NET, and Alcatel USA.

- **Awarded a special Pioneer Award in 1994 for developing new accounts**
- **I increased revenues from these accounts from nearly zero to over \$15 million annually from 1991 to 1998.**
- **President's Club each year for Coherent and Tellabs with at least 100% of quota each year.**

Netrix Corporation, Herndon, VA

1988-1991

North American OEM Sales Manager

Developed and managed OEM and systems re-sellers in the US and Canada. Netrix was a manufacturer of T1 and E1 circuit/packet switches and ATM access products.

Avanti Communications, Newport, RI

1981-1988

Regional Manager and Federal Systems Manager

I managed sales and support in the Southeast US and the Federal and State Government territories. Avanti was a major supplier of high-speed modems and T1 multiplexers.

I managed both sales and support for the territory with five Sales People and two Systems Engineering people.

- **I Negotiated and managed their GSA government contract.**
- **I won major telecom supply agreements with the State of Virginia and Bell Atlantic**
- **I grew the territory from less than \$1 million in sales to over \$15 million by 1998. I was the number one region from 1982 to 1987 and was a member of the Quota club each year.**

Education

International Academy Business School in Brentwood, Maryland

Data Processing and Business Computer Programming

Accounting Fundamentals, University of Richmond

Project Management by Objectives Certificate, University of Chicago