

JOSEPH T. MIRABELLI

743 Clarence Street Westfield, NJ 07090 ~ 908.928.0432 ~ 339.235.5102 ~ mirabellijoseph@yahoo.com

Vice President Unified Communications Sales

~ Bringing real-time unified communications to the Global 2000 ~

EXECUTIVE PROFILE

Energetic, entrepreneurial executive with 20+ years experience building and managing sales teams in the global telecommunications industry; an acknowledged expert in unified communications, IT networked services, and other emerging technologies with a specific focus around the use of audio, video, and web conferencing based products and services.

Stellar record of executive promotions consistently hitting the ground running and producing results within a short period of time in each new role in both sales management and business operations management.

Demonstrated ability to analyze, develop and present business solutions to well established CXO and VP level contacts, combined with solid technical understanding of industry trends, technologies, products and services has been instrumental in maintaining and growing annual sales and revenues domestically and internationally.

Experienced managing virtual teams with members from a range of functions, skills, and reporting structures, using a 'win-win' philosophy to solve any problems that may occur along the way.

Skillfully combines poise, wisdom and tenacity while negotiating multimillion contracts with Global 2000 clients.

SELECTED ACCOMPLISHMENTS

- ❖ Generated an overall 50% increase in new revenue and residual growth for BTCL through large contract signings with numerous defense, technology, and pharma clients.
- ❖ Created and delivered business justifications for funding an entire business operation with a \$35M budget, and delivered the group under budget while over achieving on revenue and order book targets for two consecutive fiscal years.
- ❖ Personally nominated for the *BT Executive Fast Track Program* by the Global Services' Managing Director.

BUSINESS PHILOSOPHY

"My success is built upon becoming a trusted advisor to all my clients, partners, peers and team members. My strength is in coaching and mentoring sales teams on how to use a consultative approach - asking the important and insightful questions to better understand the client's goals and direction, their stakeholders, the competitive landscape within their industry, the overall impact an initiative will have on an organization, and how to manage the impact of these solutions on our environment. My ultimate goal is to lead sales teams to provide our clients with business solutions that will help them gain a competitive advantage against other industry leaders. These solutions will positively impact their bottom line by using technology as an enabler to rapidly enter newer and faster growing emerging markets, speed up product development, increase new sources of revenue, and provide a better work/life balance for their executives and employees."

CAREER PROGRESSION

BTCL - BT CONFERENCING New York, NY

January 2005 to Present

BTCL is a global leader in the audio, video, web conferencing services market worldwide

VP of Direct Sales

Manage an acquisition based team selling global collaboration services with leading technology partners to multi-national clients throughout the Eastern U.S. region. The sales team's focus is on partner/channel engagement with BT, Microsoft, Cisco and Polycom, among others, for the sale of audio/web/video based products and services including telePresence and managed services.

- ❖ Personally established strong business relationships with key accounts and technology partners.
- ❖ Generated a 50% increase in new billed revenue with large contract signings at Global 2000 companies.
- ❖ Exceeded team sales targets in 5 of the last 6 years.

BTGS - BT GLOBAL SERVICES, NY, NY and SF, CA December 2004 to September 1988

BTGS provides outsourcing and networked IT services for global businesses

VP of Business Operations - New York City, NY (4/02 to 12/04)

Reporting directly to the President of BT Americas managed all Business Operations functions for 150 sales and technical staff with overall responsibility for funding and managing a \$35M budget including compensation.

- ❖ Provided monthly sales metrics to executive level personnel within BTplc, the parent company in the UK.
- ❖ Finished well under-budget for fiscal years 2002 and 2003.
- ❖ United States leader for all Global Account Planning within BT's Multi-National Account Group.
- ❖ Successfully transformed sales force from network/product based to business transformation specialists.

SVP - Western Region, Concert Inc., San Francisco, CA (4/99 to 3/02)

Reporting to the Head of Acquisition Sales for Global Accounts at this \$9B joint venture between BT and ATT that generated over \$40M in existing revenue for voice/data/network products and services managed all regional sales.

- ❖ Managed a team of 20 Acquisition and Account Director sales staff to retain and grow existing ATT/BT revenue and to acquire new revenue from Western U.S. based Global Accounts.
- ❖ Led a large virtual team to win the Apple Computer contract which is the largest, new competitive contract in Concert's history worth \$60M over 3 years. Contract included a global WAN for all Apple sites and providing customized IVR solution for multiple call centre sites throughout the United States.

Director of Sales - Western Region, San Francisco, CA (4/94 to 3/99)

Reporting directly to the VP of Sales managed all of BT's international accounts and 6 National Account Managers in 13 Western U.S. states.

- ❖ Partnered with U.S. and international carriers to sell digital private lines, frame relay, VSAT and managed services globally.
- ❖ Won multi-million dollar contracts with large technology, finance, media and retail clients.
- ❖ Based on outstanding performance, was nominated for the company's "Executive Fast Track Program."

National Acct Manager, San Francisco, CA (9/88 to 3/94)

Worked with UK counterparts to develop, expand and maintain U.S. based international business services.

- ❖ Manage over 100 accounts in 13 Western U.S. states selling international telecom services, consistently exceeding assigned order and revenue quotas.
- ❖ Achieved BT's *Master's Award Club* for top company performers 4 times in 5 years.

ITT WorldCom – North America, San Francisco, CA September 1980 to August 1988

ITT WorldCom was one of the 'Top 5' global providers of International telecommunications services world-wide

National Account Manager

- ❖ Managed 10 National Accounts in California with responsibility for maintaining and growing the company's existing \$10M book of business in the international private line and electronic mail services sectors.

EDUCATION & CERTIFICATIONS

Bachelor of Arts in Psychology, Georgetown University – 1978

Internal Cisco Certifications in Cisco MeetingPlace, Cisco Webex, Cisco Telepresence

Internal Microsoft Certifications in MS OCS, Microsoft Office Live Meeting, and Microsoft Office Products

Internal Polycom Certification for Video Hardware

Internal Certification for Unified Communications

Jonathon London Group Certification in 'Targeted Account Selling'