

KEY COMPETENCIES

*Project Management ~ Distribution Channel Development ~ Forecasting/Budgets
International Business Development ~ Market Research ~ Key Account Management
New Product Introduction ~ Acquisitions ~ Negotiating ~ Group / Team Management*

QUALIFICATIONS ABSTRACT

Proven ability to manage multiple projects in a variety of business environments. Success in product start-up situations and in managing businesses throughout their life cycles. Most fulfilling achievements include applying international experience to and achieving results in multi-cultural environments. Repeated success as a general manager, including product management, business modeling, budgeting and forecasting and distribution channel management. Excel in cultivating customer relationships, and achieving results in contract negotiations.

EMPLOYMENT

Level 3 Communications, LLC

Senior Director, Managed Modem Product Group, Broomfield, Colorado, U.S.A.
(2000 - 2006)

- Managed P&L and product management organization for Managed Modem business line.
- Contributed to 300%+ growth of product revenue between 2000 and 2005.
- Contributed to success in growing market share from 8% in 2000 to 65% by 2006.
- Negotiated a major contract with internet division of the largest US software company. Led a negotiation team through finalization of all business terms, including pricing, service levels and volume schedules over a two-month period. Result: Over \$25 million in yearly sales and led to my company being awarded the Microsoft quality vendor of the year award.
- Managed the P&L for a telecommunications product line from the early adoption stage to product maturity. Implemented product and distribution marketing plans, coordinated network deployment and service management, shared resources and managed product profitability for company's largest cash generating product. Result: Oversaw growth of sales revenue from \$150 million to \$400 million in 5 years.
- Established a new distribution channel for a mature product. Spearheaded the creation of a new 2-step wholesale channel to capture accretive growth opportunities in a new market segment. Result: Reversed a flat market and signed up top 7 national distributors in first year and increased share of spend among wholesalers to 40% after 18 months.

Motorola, Inc.

Regional Director, iDEN Subscriber International Division, Tokyo, Japan
(1999 - 2000)

- Managed Motorola iDEN handset business for Japan, South Korea, Singapore and the Philippines, including network operator relationships, sales contract negotiations, marketing/sales program development and regional product management responsibilities.
- Managed 5 regional carrier account executives.
- Exceeded 2000 Asia handset sales forecast
- Built joint venture operating company and deployed new mobile telephony operation in Japan. Represented financial interest of my company and managed hardware deployment of mobile handsets to the new venture company. Operation was launched successfully in competitive Japan cellular environment.

Motorola Japan Ltd.

Sales & Business Development Manager, Land Mobile Products Sector, Tokyo, Japan (1997 - 1999)

- Managed network of 100+ dealers and distributors across Japan responsible for selling a full range of conventional, digital and analog 2-way radio subscriber equipment.
 - Supervised 30 member sales, distribution and order processing organization.
 - Identified and developed potential customers for Motorola communication systems new to the Japan market. This included all aspects of market development, from customer identification to the sale and installation of integrated systems incorporating Motorola hardware and software solutions.
 - Developed sales strategies, marketing plans and action plans to facilitate continued growth of Motorola's share of the business mobile communications market in Japan.
- Managed P&L:
- Developed and launched new product into competitive Japanese market. Performed primary market research, directed local product marketing and supervised an in-country design and engineering staff. Result: Met planned development target date for first ever locally designed product.

KL Telecom Investments

Marketing & Distribution Manager, Worldwide Networks Division, Fuzhou, Hong Kong (1996 - 1997)

- Managed marketing and distribution functions of start-up joint-venture Motorola (iDEN) TDMA mobile telecommunications network in Fujian Province, PR China.
- Compiled 1997 complete marketing plan, including advertising strategy, positioning strategy and service and equipment pricing
- Managed cross-cultural team of China state enterprise and Hong Kong private sector employees.
- Prepared a precisely targeted marketing campaign for a start-up joint venture company in China. Worked through a variety of challenges, including cross-cultural communications, investor politics and funding difficulties. Result: Exceeded business plan projections by 50% in first year.

Motorola, Inc.

Market Planning Manager, Worldwide Networks Division, Chicago, Illinois, USA (1996)

- Provided start-up management support of marketing research activities, organizational planning and marketing plan development for three newly established radio trunking network operators in India and one in Turkey.
- Provided on-going marketing and distribution project support for radio network operators worldwide. Support included business plan development, research assistance, pricing analysis and training.

Market Planning Manager, Land Mobile Sector, Chicago, Illinois, USA (1993 - 1996)

- Managed 5 member teams to complete of all aspects of international distribution channel studies, consistently finishing projects under budget and on schedule. Tasks included selection and management of local market research firms, training of team members in methodologies, development of market research plans and presentation of final results and strategic distribution recommendations. Project studies included: Turkey (1995), Taiwan (1995), Indonesia (1995), Thailand (1994), Japan (1994) and China (1993-4).

EDUCATION

The University of Illinois, Urbana-Champaign, Illinois, U.S.A. (1993)
M.B.A., Operations Management / Finance

The University of Iowa, Iowa City, Iowa, U.S.A. (1988)
B.B.A., Economics

OTHER ACHIEVEMENTS

English, Japanese language fluency, Work experience in 8 countries, Travel experience in 48 countries.