

## Vice President Business Development

### PROFILE SUMMARY

Accomplished senior executive recognized for significant success in both domestic and international companies. Key achievements in leading high growth, early stage, Pre-IPO technology companies in business development, channel development, marketing, and sales management.

### Areas of Expertise

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- Sales & Marketing
- Client Relations
- Territory Development
- Communication Skills
- Market Analysis
- Customer Service
- Account Management
- Promotions
- Training & Development
- Policies & Procedures
- Strategic Planning
- Problem Solving

### Key Achievements

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- Consistently managed high performing international sales in Pacific Rim.
- Grew international business by an average of 95% annually. Exceeded sales goals by 200%.
- As director of worldwide sales increased sales by 20%.
- Established 17 channel partners in 11 countries.

### CAREER HISTORY

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**Calcitran Systems, Inc.**, Burlington, MA 1996-Present  
Area Vice President

- Opened representative offices in Japan and Hong Kong.
- Prospected and landed international distribution channels.
- Established 17 new channel partners, representing the company in 11 countries.
- Coordinated the translation of product information into foreign languages.
- Recruited and developed channel partners and regional agents, negotiating major relationships with large Japanese multinationals, and developing and implementing innovative sales and marketing strategies for domestic and international business.
- Supervised the activities of technical personnel, organized marketing events.

**Advanced Chip Corp.**, Southborough, MA 1991-1996  
Director, Asia Pacific

- Built and managed the Asia/Pacific organization for Chipcom overseeing: sales, marketing, and support staff.
- Opened new offices in Asia and South America.
- Developed and implemented innovative sales and marketing strategies; prepared and managed an annual operating budget of \$5 million; negotiated leases.
- Managed the highest performing region in two of the past four years:
  - Grew business by an average of 95% annually.
  - Exceeded 200% of goal in 1992.

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**Applix, Inc.**, Westborough, MA 1989-1991  
Director of Worldwide Sales

- Supervised the direct sales staff of ten account managers.
- Developed and directed an indirect international sales channel; negotiated terms of agreement with distribution/reseller agents in Europe and Asia.
- Consistently met and exceeded sales goals:
  - Increased sales revenue by 25% in 1990.
  - Achieved consistent sales profitability every quarter, including consistent positive cash flow in a period of economic downturn.

**Cullinet Software**, Westwood, MA 1987-1989  
Account Executive

Sold full-line of software products including databases, application development tools, expert systems, financial management functions, and manufacturing systems to major accounts. Many were Fortune 500 companies.

**ZimSoft, Inc.**, Westford, MA 1986-1987  
Senior Sales Manager

Maintained responsibility for developing Northeastern New England market for a voice/text messaging system. Developed a strong client base; personally established and maintained relations with critical clients.

**Digital Equipment Corporation**, Burlington, MA 1983-1986  
Sales Representative

Prospected new territory to sell full-product and service offerings to both end-user and OEM accounts.

**Software International Corp.**, Andover, MA 1982-1983  
Systems Representative

Provided client support for a large fund accounting software system.

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## EDUCATION

Cornell University  
Bachelor of Arts in Business Management  
Graduated with Honors

University of Southern California  
MBA