

## Frank Ferdowsian



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### SUMMARY OF QUALIFICATIONS

I am an experienced professional with over ten years of experience in sales and account management of some of the top national companies. I am an innovative and diverse technical sales solution provider with strong emphasis on Technology and Telecommunications. I have a comprehensive knowledge in design and deployment of LAN/WAN infrastructure, Voice and data integration with emphasis on Frame Relay, ATM, Switched and Dedicated Voice, Voice Over IP, Co-location and Hosting, VPN, Managed Security Services, Private lines (dark, dim and LAMBDA/Windows) and Metro Ethernet.

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### PROFESSIONAL ACCOMPLISHMENTS

#### **SALES ACCOMPLISHMENTS**

- Continuously ranked amongst the top 3% of the companies for sales performance (TOUCHAMERICA, Qwest Communications and CompUSA)
- 2001 – TOUCHAMERICA - National Accounts Manager – Performed at 310% to plan resulting in over \$7 million dollars in new revenue
- 2000 – TOUCHAMERICA - Sales Manager National / Major Accounts – Performed at 165% to plan
- 1999 – Qwest Communications - Major Account Sales – Performed at 186% to plan
- 1998 – CompUSA – Technology Training Manager – Performed at 185% to plan (profit margin)
- Management of technical strategy and relations with some of Colorado's fastest growing businesses
- Met with Engineers to benchmark Enterprise Resource Planning software (J.D. Edwards, Peoplesoft and SAP) technical LAN/WAN designs for High Speed Access, Voice over IP, ThinClient/Remote Access technology, Enterprise Email, Storage Area Networks, Server Clustering, and Security Policy
- Maintained respectful, professional, personal/business relations with manufacturers such as Compaq, IBM, HP, Toshiba, 3COM/USRobotics, Seagate, Computer Associates, Intel, CISCO, Lucent, Nortel and many others
- Responsible for deployment of several multiple node Frame and ATM networks
- Secured multiple multi-year agreements for Dedicated Internet Access with port speeds ranging from DS0 to OC3
- Negotiated a 2 year 12 million dollar Middle East and Africa carrier contract for prepaid voice services
- Secured multiple multi-year agreements with large call centers for dedicated voice and data
- Managed a large Carrier relationship with excess of \$56 million in annual revenue

#### **MANAGEMENT AND DEVELOPMENT**

- Set vision, goals and direction of sales departments contributing to sales budgets up to \$65 million
- Management, motivation and leadership of over 75 Account Executives (outside sales) and Account Managers (inside sales) collectively
- Established and implemented quarterly and annual budgets and revenue forecasting

- Management of technical training of over 200 courses including development, implementation and analysis
- Designed and delivered proprietary national training programs for software development companies
- Designated Regional Trainer for Management In Training (MIT) program
- Favorite Books: The 7 Habits of Highly Effective People, The Great Game of Business, The OZ Principal, Getting in Your Customer's Head, Selling to VITO, FISH and Who moved my Cheese.

## PROFESSIONAL EXPERIENCE

***idea! Communications Group, Inc.*** *2002 – Present*  
*(National broker of customer focused telecommunication services)*  
***Client Advocate***

***Qwest Communications International / TOUCHAMERICA Denver, CO*** *1999 – 2002*  
*(Nation's premier provider of multimedia communications services, Professional Services, and e-Commerce development. Due to Acquisition of US WEST, 14 state US WEST region was sold to TOUCHAMERICA)*  
***Major Account Executive, Major Accounts Sales Manager, National Accounts Sales Manager, National Account Manager***

***CompUSA Technology Training, Colorado Springs, CO*** *1996 – 1998*  
*(Nation's largest wholly owned Information Technology reseller and Training organization)*  
***Technology Training Manager***

***Nabil Investments, L.L.C., Denver, CO*** *1994 – 1996*  
*(Real Estate and Business Acquisitions Brokerage Firm)*  
***Managing Member, Managing Broker***

## EDUCATION AND TRAINING

**Bachelors of Science / Bachelors of Arts in Business Administration**, emphasis on Financial and Accounting Management,  
 University of Phoenix - Denver, CO

**Certifications: Novell 4.x-5 Salesperson, Certified CISCO Sales Expert**