

DANIEL J. BUYEA

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Engage and mobilize Engineering, Sales, and Client stakeholders to achieve stretch goals

Sales and Engineering Professional with > 20 years' experience in the Telecommunications and IT industries. Recognized as a leader in engineering, design, client support, sales support, and management of wireline and wireless business communications networks, equipment, and professional services. Extensive experience supporting the direct, channel, and overlay sales teams.

- Expert in application, engineering, and implementation of converged communication systems In-depth understanding of Voice/Data/Video technology, infrastructure, and equipment
- Demonstrated strengths in telecommunications and IT consulting, project management, business operations, and vendor management Proven ability to discuss and present technical information to all audiences. Including Executive, financial, and Technical Stakeholders
- Master in the art of synergistic solution selling across all product and service lines. Sell myself, sell my company, and sell my products.

EXPERIENCE

HARBOR NETWORKS, NEW YORK, NY

2013 - PRESENT

Senior Consultant- Metro NY

Customer facing senior consultant on the sales team tasked to expand Harbor Networks sales and engineering footprint in the NY, NJ, and lower CT region. Primary duties include qualifying sales opportunities and the design of Voice, Data, Video hosted and premise network solutions.

- Qualify sales opportunities to determine if Harbor Networks bid or no-bid the opportunities.
- Present technical customer sales presentations to executive, technical, and financial stakeholders.
- Provide on-site and briefing center network and equipment demonstrations of converged communications systems
- Train and mentor sales teams on new and existing carrier network and equipment solutions
- Technical consultant for ShoreTel Sky and DSCI hosted unified communication platforms
- Post-sales support for the implementation of converged communications systems and products in Metro NY region

VERIZON COMMUNICATIONS, BASKING RIDGE, NJ

2003 — 2013

Consulting Engineer- Network Consulting, Solutions Architect, SE II Verizon Enterprise Solutions

Subject matter expert for the sales teams to qualify and design Network Services, Voice, Data, and Video hosted and premise equipment solutions in addition to cloud IT and security services.

- Provided Network and Equipment design in addition to price quotes for the Premier, Complex, and Mainstream sales teams in NY and NE
- Presented technical customer sales presentations to both internal and external customers.
- Provided on-site equipment demonstrations of ShoreTel, Cisco UC500, Avaya, Nortel BCM, Adtran and Alcatel-Lucent OXO products

Verizon - National Field Sales Manager / Field Sales Manager / Account Executive

- Performed site surveys for voice/ data/ video structured wiring installations.
- SME for Verizon Business IT and Security cloud services
- Trusted Telecom advisor for numerous businesses globally
- Selected by senior management above all my peers to drive a new business initiative of \$10M in Network and CPE sales on a national level.
- Provided overlay sales team with sales and technical leadership for the National Verizon footprint.
- Trained sales staff by creating action plans to meet and exceed annual objectives, expense and attendance management; interviewing and hiring to meet business objectives.
- Achieved top Field Sales Manager award for relationship sales teams in the Business Partnership Channel
- Achieved 141% above quota of sales goals for individual contribution. Resulted in receiving the Diamond Club Award.

INFORMATION AUTOMATION CORPORATION, HIGHTSTOWN, NJ

2001 – 2003

Vice President

Selected to build a nationwide sales team to sell communications equipment, managed network services and system integration.

- Developed a national contractor network to provide installation and wiring services.
- Planned a nationwide sales strategy, including reseller and direct sales channels.
- Initiated limited manufacturing of commodity items to improve profitability.
- Assisted in defining and implementing sales engineering department.
- Increased customer base 20% by increasing profit margins to help fund the growth of the services business.

NETWORK ACCESS SOLUTIONS, NY, NJ, CT

2000 – 2001

Director – Network Integration

- Created and developed the Network Integration Services Business for NAS in the Northeast region. Staffed, mentored and trained the regional Network Integration Sales management team.
- Developed partner programs and procedures to enhance overall sales and productivity.
- Developed the regional enterprise sales force which involved the selling of Network Consulting, Systems Integration, Hardware, Network Security, VPN and Network Management.
- Staffed and directed the high end overlay sales force including pre and post sales engineering personnel.

SPRINT BUSINESS, NEW YORK, NY

1999 –

2000

Data Sales Manager

- Managed and supported data segment of Sprint sales efforts in the NYC area.
- Provided technical direction, network/product presentations and opportunity management for Empire Region Sales force.
- Exceeded quota sales objectives for the region by 133%.

JOHN DARPINO ASSOCIATES, WOODBURY, NJ

1983 – 1999

Partner

- Developed Marketing plan creating growth strategy to increase business from a small manufacturer representative to a full service communication system integrator.
- Managed northeast sales territory by providing technical and sales support for the direct sales team, VARS and Distributors.
- Managed technical operation, customer service, customer satisfaction and overall profitability of the voice/ data/ video systems sold by John Darpino Associates.

- Provided on site consultation, evaluated business requirements and recommended technology and products for business solutions.
- Project Manager for rollout phases including planning, carrier circuit delivery, testing, product delivery, installation, system testing, training and documentation.

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- Provided technical evaluation of products utilized in John Darpino Associates systems.
- Negotiated and recommended commitment levels for products utilized in JDA systems.

EDUCATION

DeVry University, Woodbridge, NJ – Diploma Electronic Technology

ADDITIONAL TRAINING

Multiple corporate sponsored leadership, management, sales and technical courses.

Technical Skills: ShoreTel, Cisco, Alcatel-Lucent, Nortel and Avaya PBX equipment. Broadband, Baseband, Video, Voice, RF, Fiber Optic, PON, GPON, Cellular, CDMA, GSM, PCM, ADPCM, Wireless, Microwave, VOIP, Security, Storage, Structured Cabling and Equipment

CERTIFICATIONS

ITIL Foundation, Avaya, Nortel, Cisco, ShoreTel, Adtran, FAA Private Pilot