

## Henry C. Byrd

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### **PROFILE**

Dynamic results-oriented technology Consultant seeking a position in sales. Proficient telecommunications professional with extensive experience in sales, marketing, and meeting corporate sales objectives. An accomplished negotiator, highly successful in business development, and best practice implementation.

### **PROFESSIONAL EXPERIENCE**

01/2013 to Present GRYPHONE GLOBAL Tigard, OR **CHANNEL SALES CONSULTANT**

New account acquisition for vast network of carries with robust solutions for telecommunication needs. Identify customer requirement, develop valued based strategies for final implementation. Maintain account and territory records of pipeline activity and forecast data on overall sales and revenue generation.

2009-2013 VERIZON FIOS / 2020 Piscataway, NJ **ACCOUNT MANAGER**

Provide fiber optic sales solutions to MDU residential campaign, analyze telecommunication billing product cost with superior customer service quickly and efficiently. Train sales team on new products introductions and updates.

*Accomplished revenue growth of 163%*

**2012**

2007-2009 ONE COMMUNICATIONS Lyndhurst, NJ **SENIOR ACCOUNT EXECUTIVE**

Performed full-Life cycle sales to C-Level executives, position Integrated Voice, Data and next generation technology with WAN setups. Consultative business approach that engaged prospects on value and benefits of service, optimize original concept through final implementation.

*Expand sales by 129% of new account acquisitions 2008*

2003-2007 DELTANET TELECOM Clifton, NJ **SALES CONSULTANT**

Multi service provider of telecommunication services in Metropolitan region for Verizon, Metropolitan, and Cablevision services to mid-size and small businesses. Reseller of local dial tone, long distance, and Internet services to generate new business.

*Expand sales by 20%*

*within northeast region 2007*

1998-2003 INTERMEDIA Upper Saddle River, NJ **MAJOR ACCOUNT MANAGER**

Propose integrated telecommunication service products in northern New Jersey market to C-level executives, mid-size and small business accounts. Full sales cycle procedure on WAN integrated telecom products, Frame Relay, Point-to-Point, and Voice services.

1991-1998 SHARP ELECTRONICS Mahwah, NJ **ACCOUNT MANAGER**

Coordinated Point of Sales West Coast dealer base, sales on Fine Dining equipment. Managed Sharp National Account Program on Copies and Fax equipment for dealer base. Promoted from home Entertainment Division to SNAP by merit after one year of service.

**EDUCATION:** Ramapo College Business Administration Bachelor of Science Degree