Barbara Hernandez

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**OBJECTIVE**

Seeking a management position with a focus in business development with an organization where I can utilize my skills and experience to increase profitability, and enhance growth.

**QUALIFICATIONS**

Experience: Sales and Project Management over 20 years of leadership.

* Leadership skills and a motivational team player with extensive knowledge in operations, management and consulting roles with budget management responsibility for up to $50M maintaining network, voice and data center.
* Managing projects deploying global WAN/LAN Networks, vendor relationships, AT&T, Verizon, Comcast and Suppliers.
* Managing vendor negotiations, including development of RFP, proposal review, vendor selection, and contract negotiations.

**SALES & MARKETING**

* Business development activities, collaborate with successful a team, actively pursue revenue objectives, generated from selling consultative services.
* Demonstrates strong prospecting, presentation, negotiation and closing skills. Self-starter possessing excellent time management and be able to manage multiple implementation projects and sales activities simultaneously. Award winning customer service skills with the ability to anticipate and accurately identify client needs, making every effort to exceed customer expectations.
* Achieved sales quota by prospecting top verticals, networking with vendor and partner relationships with Cisco, Microsoft, EMC, Veeam, Barracuda, Avaya, Shoretel, Mitel, and others. Increased revenue and developed new client base, partner network and professional relationships, client visits and cold calling. Provide consultant services, review of client systems, provide system analysis to deliver a technology solution to enhance network.

**SPECFIC PROJECT EXPERIENCE**

Projects manage on-site accounts with large Network environments organizations include;

Sutter Health/CPMC

Kaiser Permanente

San Francisco General Hospital

General Electric

West Marine

William Sonoma

American Airlines

Provided exceptional service on various projects with strong product and programming knowledge securing stable network environment, WAN, LAN and Wireless with an emphasis in security, migrating from physical to virtual environment, switches, and routers.

* Managed multiple implementation projects, organizations include;

Alameda Superior Courts

Gensler

Capitol Insurance Group

Facebook

San Jose Earthquakes

Frog Design

Newstar Fresh

* Responsible for planning project kickoff meetings, defining project scope, facilitating technical/operational requirements, the impact and achievement of department objectives, including project deliverables within the project timelines. Manage employees and sub-contractors.

# EMPLOYMENT & SALES CONSULTING PROFILE

CWS, Inc. San Diego, CA – Business Development Manager, Client Implementation 2012 - 2016

* + - * 1. Telepacific Communications, Walnut Creek, CA - Senior Sales Account Executive 2011 - 2012
        2. Milestone Group, Palo Alto, CA - Marketing Sales Consultant 2009 - 2011
        3. CNR Connect, Pleasanton, CA – Sales Consultant 2007 - 2009
        4. Packet Fusion Inc., San Mateo, CA - Senior Project Manager 2005 – 2007
        5. Verizon Communications, Pleasanton, CA - Lead Technical Specialist Management 1995 – 2005

**TECHNICAL SKILLS**

* Software: Microsoft Office (Word, Excel, Project, PowerPoint, PMP software, Salesforce, Connect wise, Quote works
* Networking: VPN, MPLS, Voice over IP, LAN, WAN, Wireless, RTLS (Real-Time Locating systems) Carrier Services (knowledge in transport media and provisioning) Ethernet, EoC, EoFW, Fiber) PRI/T1 SIP, (MPLS) Multiprotocol Label Switching, Data Center Environments.
* Hardware: PBX (Nortel,, Avaya, Mitel, Shoretel) VOIP and Hosted Solutions, (Design and Program Call Centers ACD and IVR), Routers (Cisco), gateways, firewalls from physical to virtual environment, identifying scope, developing plan.

**CERTIFICATIONS**

* Technical Specialist Network and Voice Environment
* Cisco CCIP
* Avaya, Nortel, Shoretel, Mitel 3300
* Meridian Options 21-81 Fam. Vr Rls 21
* X11 Database Administration, Database Median 1 & Option 11C Installation and Maintenance
* Meridian 1 Options 21E-81C Release 24 Installation and Maintenance
* Basic Alternate Route Selection (BARS) Release 25
* Meridian 1 Release 25 ACD A-C2. Feature Administration
* Mail Release 13 Installation and Maintenance, Octel Overture250/350 System Operation and Management
* Norstar Plus Module ICS 4.0 and Voice Mail 4.0 Installation, Maintenance
* Symposium Installation and Maintenance
* Passport 6480
* Implementing IVR technology
* RTLS

**EDUCATION**

Ohlone College, Fremont CA, Business Management, Computer Science

Fremont Regional Occupational Center, Fremont CA

General Computer, Business Management

**AWARDS & VOLUNTEER**

Award from Kaiser Permanente for outstanding customer service, Recognition letters, GE , New Star Fresh, Organic Girl, Pacific States Aviation, Volunteering, Special Olympics, Fred Finch Foundation, Pleasanton Community Services, ARC Foundation, Contractor for kids