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Thank you for the opportunity to apply and for your consideration.

I have been involved as a C level person, VP of Sales and Marketing and product management for Telecom and IT companies (including my own) for the past 30 years. My knowledge of Enterprise Software (SaaS), Unified Communications (Cloud or premise based), Managed Services, and my ability to run organizations to drive the highest profitability is 2nd to none. I have started 3 companies from startup/zero; and taken each of them to the top of their ranks (highest one was 48 Million in under 4 years) and sold them all. I have also managed multiple companies. Mainly in the Enterprise software space, Telecommunications and managed IT services.

I also know and have a relationship with nearly every Agent, VAR and Reseller from Canada to Mexico and many in Europe and Asia. Wherever I go, they come. I have an incredible trust relationship with my resellers and know how to position products (especially one that includes Enterprise Software such as Unified Communications) perfectly and work with an inside or outside team to leverage the highest amount of revenue in the shortest amount of time.

If you need a person who has 20+ years of impeccable reputation, verifiable references, measured success and a veteran of Enterprise Software, Hardware, Telecom and IT industry, creative, and best at relationships, and knows how to build the best teams, you will find no other candidate that is more capable.

I believe I can make a rapid impact on the organization, all while leading a sales and marketing team to higher motivation, higher success with systematic process, creative insight, but using my leadership, my knowledge of the customer base, the channel, distribution and technical knowledge.

If I am privileged with an interview, I would enjoy an opportunity to meet, understand what the goals are, what the pain points are, and where I can be of most assistance (very much withstanding sales and marketing and high touch with clients and the channel). I have over 500 references on file (ranging from previous employers, employees, clients, VARs, Vendors).

I live in Austin, TX and have for nearly 20 years. I am in perfect health, fit, and open to travel 5 days a week, and fluent/native in 3 languages.

FREQUENTLY ASKED QUESTIONS:

Q1. Are you working right now?

Yes, I am. But the owners of the company have decided to sell the company and move on. I am retained for a short period of time but aggressively looking. I would need to give a minimum of 1 week, but preferably 2 weeks to my employer prior to making an amelioration in my employment, and that is what my manager has envisaged as well.

Q2. What positions are you interested in?

VP of Sales or VP of Marketing, Product Marketing or Product Management or a C level position where I can run a company through profitable income and growth with scale. I have built many companies from 0, even bankruptcy to 100 million dollars in less than 5 years. My forte is revenues and profits through resources, well defined processes and the best communication with people there is. I have over 1000 references from previous employers, vendors, customers, and an IMPECCABLE trail of success.

Q3. What is the minimum salary you will accept?

125K + Bonuses / commissions and an affordable but good healthcare plan. I realize that benefits cost the company a lot of money and I consider that as part of the package. As long as there is an upside, I am open to a lower salary but a higher upside. I am not afraid of making the sacrifices as I know I will be successful.

Q4. Are you willing to relocate?

No. I would like to stay in Austin, TX. With that said, I am very open to 100% travel, and I am used to it. I hold a U.S. and a Swiss Passport with Global entry, but I am a U.S. citizen requiring no sponsorship or H1B.

Q5. What hours are you able to work?

I will work whatever it takes to get the job done. I am used to working 70+ hours a week, nights and week-ends. As a 3-time company owner, I am a firm believer that if you promote the company, the company will promote you. But I am looking for full time not part time or contract employment

Q6. Will you travel?

See previous question, yes, up to 100%. I am very used to it – have done it all my life for work and leisure.

Q7. Is working remote, a possibility?

Yes. I have a full office in my house with 6 servers, network, security, high end firewalls, multiple high-end PCs, Tablets, Firewalls, Printers and Scanners. I have done a lot of product management and marketing, so I needed a lab to conduct product testing. I can work remotely or on site. Either is fine. I have often worked in conjunction with teams that are located overseas. Since I am a French and Arabic fluent native speaker, that has proved to be very valuable. I love multi-cultural companies and travel and know how to leverage a global work force in a productive manner.

Q8. How are you different from anyone else?

- I render genuine CARE for and to the team I develop the best work environment possible. The key to this is very good and consistent communication, setting expectations from the beginning but verifying and checking where each person is from their own goals. I do this regularly (more often in a small company). Furthermore, create a culture of creativity and to leverage the ideas of the team to come up with disruptive ideas to market, to sell, to grow, to invent, to go to market faster, and to render the BEST possible customer support. If the employees are happy, they will make the client happy. The opposite is true too.

I have over 20 years of experience building companies in an extremely difficult environment where cash was not only NOT available (at Zultys) but where vendors were knocking on our door to try to get everything they could. I was able to get ahead of that and bring the company from bankruptcy into huge profitability all while growing products and coming to market first with disruptive ideas.

I always go back to the first plan and look at everything as if nothing is there and redo my business plan every year. I tend to re-invent the model every year to STAY RELEVANT. I rely on scientific data, but also listen to customers and mostly employees. Though you cannot make changes every second, you must be nimble enough to make necessary changes, and make them quickly. The Ready Fire Aim is my way of working. I am not afraid of missing the mark, as long as we don't make the same mistake twice, but I DO take chances. This is the mindset of an entrepreneur. I tend to continue to fight until we win. If this is the attitude you are looking for in a leader, this is who I am. With that said, I can easily execute the ideas of the board, the President and others. But I will never hesitate to show the other side, especially if I feel that there is a better way that would yield higher profits and revenues. I never sleep. I am an avid reader and love to continue to improve.

I have set the world record in the deepest Scuba dive (in Cozumel). That was over a decade ago and that record was never broken. This is who I am. I have also been nominated for an academy for music composition in Paris for film scoring (I did not win the academy, but just getting nominated was a big honor).