

PIERRE H. KERBAGE

9567 Indigo Brush Dr., Austin, TX 78726 • Home: (512) 249-1675 • Cell: (512) 507-6375 • Pierre@Kerbage.com

CAREER SUMMARY:

- The ability to take companies from zero or even bankruptcy to multimillion in no time
- A channel expert builder with a very large “rolodex” knowledge of most IT and Telecom companies and programs creator that disrupt and innovate. NEVER a me too
- Create programs for channels (indirect sales) that make companies extremely successful and profitable
- Ability to restructure companies for profitable growth, efficiency and scale
- Phenomenal team leader that has started and ran his own companies from nearly nothing, to the largest companies in the state with extreme profitability and then sold them
- Finance and P&L accountability and expertise in every position I have had
- Author of over 100 published papers on marketing, product management, company management, and author of courseware (16 modules) on how to achieve profitable growth
- An expert in product management and marketing, including Engineering cooperation

EXPERIENCE:

Senior Vice President, 09/2017 to Present
Axxess Networks LLC - Blue Bell, PA

- SIP Trunks, Hosted IP PBX, UCaaS Vendor
- Structured the best channel program for channel partners, coupled with an action plan and rolled out successfully nationwide
- As a result, brought on board over 90 new channel partners (Agents) and trained all of them
- Responsible for all recruiting, hiring, training, mentoring
- Designed all financial goals of the company and overseeing achievements
- Designed all Channel Programs from compensation, to marketing, to execution
- Working with NetSapiens to roll out new Soft Switch. Completed in June 2018
- Put together all metrics of company for accomplishments
- Averaged 4 new Channel Partners per week
- Went from 0 Sales to \$447,000 monthly recurring revenues to date (2018 estimate is 12 million in revenues) in under one year

Senior Vice President, 03/2013 to 04/2017
Ironton Global - Coplay, PA

- Cloud based IP PBX and SIP Trunking Company
- Started the channels division of the company and created www.irontonglobal.com resulting in 48 million in additive sales in the first 4 years and brought company to profitability
- Highly successful in recruiting over 300+ agents in a short time, 77 Master agents and 14 wholesalers including major accounts such as H&R Block, multiple municipalities, schools, and much more yielding in an increase of 6% to the bottom line of the company
- Rolled out the Soft Switch [PortaOne](#) and coordinated with billing, sales through Salesforce.com, taxing software automation and much more resulting in total automation of the company. Managed the entire product lifecycle and co-wrote some of the APIs for integration into our own accounting platform
- Initiated several Web Sites within the company for better clarity of offerings, higher SEO resulting in better traction from prospects
- Promoted the cloud voice and data Unified Messaging Enterprise Software as a Service (SaaS) for sale/monthly recurring revenues and hired all managed nearly all personnel within the company

VP of Sales and Marketing, 09/2012 to 02/2013
RHUB, Inc. - San Jose, CA

- Brought on board by owner and President to modernize company and software, enable a channel and improve profitability (P&L responsibility). Successfully and rapidly worked in product management and marketing to rewrite most portions of the software by enabling 64 port bridge video and audio conferencing, and added over 40 new features resulting in strong commitment and stickiness from the channel bringing significant revenues to the company (and profitability by restructuring the channel, establishing MAP, and fixing the channel)
- Started the VAR division of the company resulting in a 43% increase in sales in under 6 months
- Recruited well over 100 VARs and several distributors in less than 5 months.
- Developed all marketing aspects of the company yielding to significant sales and profit increases
- Significantly contributed to the product development and enhancement of existing products
- Transformed the company from a hardware company, to a SaaS company by focusing on the Enterprise Software of the company and selling conferencing as a service

VP of Sales, 04/2011 to 08/2012
LG-ERICSSON USA, Inc. - Irvine, CA

- Manufacturer of switches, routers, wireless access points, extensive VoIP IP PBX products
- Brought on board by U.S. President and Management of Ericsson to start a new channel, improve product functionality through product management and marketing and establishing the first channel in North America for company with full P&L responsibility
- Managed all areas of sales, marketing, technical support, operations, hiring, and product management for North America (US and Canada) for the voice and data products of LG-Ericsson
- Created and managed team that recruited and trained 264 resellers (up from 0) in less than 14 months (often 6 days of travel) and nearly all distributors in North America resulting in 51 million in sales in first year of operation
- Significantly ameliorated the Unified Communications Product through Product Management with Ericsson team. Responsible for the latest 3 releases
- Focused on transforming the company from a hardware PBX company to a Cloud based SaaS company, to promote voice, video, data integration

Senior Vice President, 09/2008 to 03/2011
ZULTYS, Inc. - Sunnyvale, CA

- Manufacturer of VoIP IP PBX systems and Enterprise Software (Unified communications)
- Brought on board by investors and company owners to take the company from bankruptcy, restructure company, and start a brand-new channel. Extremely successful in doing so as I took the company in under 3 years from bankruptcy and bad reputation to profitability, solvency and immaculate reputation for best in channel and multiple awards
- Responsible for all hiring, financials, management of the company and reporting to owner
- Doubled sales in 2009 and doubled it AGAIN in 2010. January 2011: doubling sales again over 2010 resulting in large profitability for the company
- Worked on product management and marketing (with channel and Engineering) for the Unified Communications Platform to develop
- Put together a successful global (worldwide) business and dealer plan
- Redid ALL company marketing, ranging from web sites, portals, to all brochure contents, and all client facing presentations
- Wrote over 20 technical and marketing papers on VoIP and for Zultys, most of them published worldwide in multiple languages
- Recruited and trained all distributors worldwide
- Recruited over 300 resellers to carry the line

Founder and President, 12/1999 to 09/2008
NETWORK LOGISTIC, Inc. (NLI), Austin, TX

- I started this company from the house with little or no capital with the objective of becoming the largest Managed IT Services in Texas, and we did it. In less than 9 years, company became largest individually owned Managed Services Provider and Telecom provider in the state of Texas
- Revenues started from month 1 and brought company to profitability in less than 3 months and remained profitable every month
- Took company from 0 to largest independently owned managed services company in the state of Texas
- 2nd fastest growing company in central Texas and remained in the top 5 posting triple digit sales growth 3 years in a row
- One of the first to truly implement a successful (and extremely profitable) managed services initiative in the country. This is the model that everyone now uses
- Worked jointly with Kaseya to better their platform - and was their #1 largest client (6,000 stations under contract)
- Responsible for all hiring, all training and facets of the company, including sales, engineering, marketing and administrative
- Adopted cloud computing as a service well before anyone else had and formed our own private cloud for hosting files, Exchange, SharePoint and more
- Designed cloud based disaster recovery programs and initiatives with Citrix and VMware. Even designed our own private cloud using VMware and application hosting using Citrix products
- Designed national plans for Trend Micro (Antivirus) and launched the first managed security program in the nation
- Designed in conjunction with Fortinet the first national managed security based appliance in the nation and implemented successfully and started marketing the product in a SaaS format
- Accumulated largest base of clients in the state of Texas for managed services
- Designed and co-authored the code for product called Chameleon Appliance – a Linux based Server that was a multi-purpose server doing File Services, Email, FTP, Firewall, VPN, and much more and launched one of the first SaaS firewall security in the nation. 100% responsible for the product management, and much of the development (in Python and MySQL)
- Sold company to www.mindSHIFT.com , a Ricoh company

EDUCATION:

Masters of Science in Computer Science, Minor in Business, 1984

University of Louisiana at Lafayette

GPA: 3.8

Masters of Arts in Music Composition, 1979

Conservatoire national des arts et métiers

GPA: 4.0

High School, 1978

International College

GPA: 3.5

NOTES:

- LinkedIn Profile: <https://www.linkedin.com/in/pkerbage/>
- **Tri-lingual.** Fluently write/speak *English, French* and *Arabic* (all native and fluent)
- 55 years of Classical *Piano* performance (1979 academy winner in Paris for best music composition) and now piano Jazz performance
- Rolled out the largest Managed IT Services initiative in the country (9,000 nodes in less than 4 months with Kaseya)
- Scuba Diver Certified (PADI) - set world record twice in Cozumel, Mexico and in Cayman Islands in 2007 and 2009 for deepest dives on a single tank (never been broken)
- Traveled over 80 countries worldwide
- Willing to travel domestically and internationally (up to 100%). Current U.S. passport with Global Entry
- U.S. Citizen. Can work for any employer in the U.S.
- Hundreds of references on LinkedIn
- I have written over 100 published papers (Technical, Management, Marketing and much more). You can google my name
- Impeccable public speaking experience (spoke in hundreds of events – mediated multiple events)
- Impeccable presentation skills. Completed well over a thousand webinars in my lifetime. Typically 3 to 5 a week