



PIERRE H. KERBAGE

9567 Indigo Brush Dr.
Austin, TX 78726

pkerbage@kerbage.com

(512) 507-6375 Mobile

I am an accomplished professional with a wealth of expertise devising strategic sales initiatives, uncovering new business opportunities, executing growth plans, producing acquisition and channel program strategies, managing channel relationships, and building high-performing teams. I am adept at delivering innovative ideas to enhance sales efficiency, organizational productivity, and brand awareness.

I can define the business mission and integrating resource strengths to deliver impeccable performances. I am skilled in delivering high quality customer support and strengthening relationships with business clients. I am a strong engaging leader, known for being creative, open minded, enthusiastic, organized, and hands-on.

Some of my core competencies include:

- Sales planning and execution (Channel and Enterprise)
- New business development
- Go to Market strategies
- Channel marketing initiatives

I have been involved as a VP of Sales and Marketing for IT companies (including two of my own), Security, Virtualization and for VoIP companies for the past 20+ years.

My knowledge of running Enterprise Software (SaaS) companies, Unified Communications (Cloud or premise based and as a service), Managed Services, and my ability to run organizations to drive the highest profitability is 2nd to none.

I have started 2 companies with no external funding whatsoever and taken each of them to the top of their ranks (highest one had 98 million in sales and 17% of net profits before taxes in under 5 years) and sold them.

I have also managed multiple companies in the hardware space, like Poly (Polycom+Plantronics) now HP, the Enterprise software space (SaaS), Telecom (like Zultys, LG-Ericsson, Axxess), and Managed IT Services and security (like my own, Candor and others).

I also know and have a relationship with nearly every Distributor, MSP, Master Agent, VAR, Service Provider (ITSP) and Reseller from Canada to Mexico and many in Europe and Asia. I have an incredible trust relationship with the reseller community and know how to position products, manage a large inside and outside sales and marketing team to leverage the highest amount of revenue and profits in the shortest amount of time.

If you are looking for an experienced person who drives results and with an impeccable reputation, with verifiable references, measured success and a veteran of Enterprise Software, Hardware, Telecom, Cybersecurity, Virtualization, Geo Redundancy, and IT industry, creative, and best at relationships, and knows how to build and motivate teams, you will find no other candidate that is more capable.

FREQUENTLY ASKED QUESTIONS:

Q1. Are you working right now?

Yes, I am. I am the VP of Sales and Marketing for www.candor.cloud, a Cybersecurity, Cloud transformation and virtualization company with Managed IT Services company that sells through channels. I have created the channel for the company.

Q2. What positions are you interested in?

VP of Sales or individual contributor where I can drive a company through profitable income and growth with scale. I have built many companies from 0, to 100 million dollars in less than 5 years. My forte is creating teams that drive 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?

\$150K (includes base + commission + healthcare)

Q4. Are you willing to relocate?

While I do not mind 100% travel, I am not able to relocate from my current home in Austin, TX. I am a U.S. Citizen and hold a U.S. Passport with Global entry. No sponsorship or H1B are required.

Q5. Is working remote, a possibility?

I can work remotely (from my house) or report to an office in Austin, Texas.

I have often managed teams located in the Americas and overseas. I am a trilingual, English, French, and Arabic fluent native speaker. I have traveled to over 80 countries in my lifetime. Mostly for work.

Q6. What sets you apart from others?

I render genuine CARE for and to the team. I develop the best work environment possible with great enthusiasm. 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, I create a culture of creativity, diversity and leverage the ideas of the team to come up with disruptive plans to market, sell, grow, and go to market faster, and to render the BEST possible sales and service process. I have over 30 years of experience building companies.

I have set the world record as the deepest Scuba diver (in Cozumel). That was over a decade ago and that record was never broken as of 2021. I have also been nominated for an academy for music composition in Paris for film scoring and have also won the London Classical Piano contest twice at the age of 18 and 22. I currently live in Austin, TX and have for over 21 years. I am in perfect health, fit, COVID vaccinated and boosted and open to travel 6 days a week, and fluent/native in 3 languages.