

BRIAN P. TOLL

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EDUCATION

MIT SLOAN

1999 - 2001

Candidate for MBA, Class of 2001.

- Teaching Assistant, "Competition in Telecommunications." Arranged speakers and taught technical recitations for 175-student graduate level course (<http://web.mit.edu/15.020>).
- MIT \$50K Entrepreneurship Competition, Lead Organizer for Alumni and Mentors
- Investment Management Club

WHARTON

1991 - 1995

Bachelors of Science in Economics with a concentration in Strategic Management.

- *Magna Cum Laude*. Completed Joseph Wharton Scholars Honors Program.

EXPERIENCE

Nortel Networks, New York City, NY.

Summer 2000

Business Development / Sales for a Major Account, Service Provider and Carrier LOB

- Developed sales strategies in consumer and small/medium business segments emphasizing sale of network elements to customer and expansion of revenues through customer's resale channels.
- Strategies addressed several product sets and customer segments including: secure DSL access, improved customer management, calling features and advanced services, telecommuting solutions, ASP solutions, and methods to improve the effectiveness of the customer's resale channels.

San Francisco Consulting Group, a division of KPMG Consulting, Washington, DC.

1998 – 1999

Senior Consultant, Communications.

- Assessed Verizon/Bell Atlantic's ability to provide competitive access in local services on behalf of New York State Public Service Commission. Managed team focusing on usage detail collection and distribution system for wholesale markets. Supported carrier billing, ordering and provisioning validation. Testified at administrative hearings. Co-author of original KPMG Operational Audit Master Test Plan, the leading framework in the US for 3rd party access testing.
- Co-managed creation of directory schema for virtual private network service provider. This \$300,000 effort included development of requirements and implementation planning.

American Management Systems, Fairfax, VA.

1995 – 1997

Business Analyst, Telecommunications Industry Group.

- Implemented a customer care program for several million residential customers at KPN Telecom (formerly PTT Telecom). Expatriated to The Hague, Netherlands for over 15 months.
- Led effort to integrate separately developed program modules that included a customer database, usage database, usage pricing system, and billing engine. Managed technical and functional problem-solving efforts by coordinating activities for over a dozen AMS team members.

PUBLICATIONS

"Are You Ready For Convergence? How to tell if you should become an early adopter."

Network World Magazine, September 13, 1999. This article uses a simplified self-assessment to help enterprises determine the optimal timeframe to invest in integrated voice/data products. Primary author.

"Paging Leadership Association's 1998 Annual Industry Report." This report examined financial results of leading paging firms and identified industry trends. Analyst and co-author.

PERSONAL ACTIVITIES AND INTERESTS

Little league baseball coach. Learning guitar and Salsa dancing.