

DANIEL J. LIPSON

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[LinkedIn Profile](#)

VALUE OFFERED

- Technical and business professional contributing to client satisfaction
- Sales and design expert for Unified Communications and Networking
- Excellent industry background and an advanced degree
- Team Player – ability to build and lead a team within a matrix environment

EDUCATION

Masters of Science in Telecommunications Systems, 1991

Department of Computer Science and Information Systems
DePaul University, Chicago, Illinois

Bachelor of Arts in Communications, 1981

Michigan State University, East Lansing, Michigan

EMPLOYMENT BACKGROUND

SOFTCHOICE Corp. Chicago, Illinois

Solution Architect 10/13 – current

Pre-sales role. Focused on helping Account Managers develop opportunities, design solutions, propose professional & managed service engagements, write statement of work (SOW) and obtain client commitment. Focused on Cisco UC solutions and technologies.

SPRINT, Chicago, Illinois

Regional Manager 4/07 – 10/13

Overlay Sales for Cloud and Converged Services. Directing account teams with positioning, qualification, presenting, designing and securing business for Cloud Services, Unified Communications, SIP Services, Managed Security Services and Wide Area Data Networking Services. Meet with prospects, determine needs, developed solutions, and create proposals/presentations. Negotiated contracts. Covering and supporting sales teams in Enterprise, General Business and Public Sector accounts.

- ✓ *President's Club Award Recipient, 2011*
- ✓ Drove the sales opportunity for one of the first Cisco HCS sales at Sprint.
- ✓ Complemented and assisted various account teams to win four large MPLS, Managed Services and CPE contracts in 2010.

Solution Engineer 12/01 – 3/07

Directed and supported a sales team for the technical design in the sale of wireless, IP based services, managed and value added services. Migrated key public sector account to MPLS for nearly 100 sites. Sold and implemented wireless public safety application for large city in Illinois. Directed National Account teams, Public Sector and General Business teams during this period.

FOCAL COMMUNICATIONS, Chicago, Illinois

Regional Sales Director 6/00 – 6/01

Directed and implemented sales strategies for Internet and data products in this newly created division and position. Territory included the central third of the U.S.

- ✓ Hired to plan in 2000.
- ✓ Team closed 10 accounts in Chicago during the startup period.

- ✓ Trained over 225 individuals at Focal on data products in eight markets.
- ✓ Completed Advanced Sales Management Training Class in June 2001.

UUNET TECHNOLOGIES, Chicago, Illinois

Regional Sales Manager 1/99 to 5/00

Implemented regional strategic goals, business and marketing plans. Directed new and existing account development to increase business within territory. Developed and maintained partnerships with executives of key accounts and prospects.

- ✓ Supervised eight direct reports.
- ✓ Hired and trained eight individuals.
- ✓ Lead team to perform at 113% of quota for 1999.
- ✓ Completed Fundamentals of Sales Management sponsored by the American Management Association, June 1999.

Account Manager 10/95 to 12/98

Supervised account support for strategic and key corporate clients in the Network Services Division. Directed new sales efforts and customer support to protect, develop and expand revenues within assigned corporate account base. Implemented Large Account Management Process for key accounts.

- ✓ *Two time President Club Award Recipient (96, 98)*

SPRINT, Chicago, Illinois

Data Sales Manager 1/93 to 6/95

Promoted to this newly created position. Supported sales representatives in the sales of data communications products and services to major and mid-market accounts. Evaluated customer needs, presented and sold solutions.

Area Product Manager 3/91 to 12/92

Supported field sales efforts in the national and major account marketplace by providing product expertise for data communications products and customer presentations. Evaluated effectiveness of product pricing. Trained field sales on product features and functionality. Was promoted for excellence in product knowledge and account support.

Account Consultant 1/90 to 2/91

Supervised sales support and technical assistance for one of the largest accounts in Chicago. Expanded revenue by 78%. Presented new product overviews. Exhibited project management skills through successful implementation of services. Directed network design efforts.

- ✓ *President Club Award Recipient 1989*

Various Sales and Sales Support Positions 2/84 to 12/89

- ✓ DePaul University, Telecommunications Program, 1986

CERTIFICATIONS

- ✓ **Cisco Business Value Practitioner**, License: 422134169170JSBL. Valid through July 2017
- ✓ **Cisco CCNA Voice**, License: 417914171092DQCF. Valid through May 2017
- ✓ **Cisco CCNA Route Switch**, License: 419474168053BKVM. Valid through Oct 2017

PROFESSIONAL ASSOCIATIONS

DePaul University – School of Computing and Digital Media,
Dean's Leadership Council

REFERENCES – available upon request