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O B J E C T I V E A N D Q U A L I F I C A T I O N S

Solution sales executive seeking opportunity to sell, develop marketing programs or channels, and perform sales and marketing activities that directly grow revenue as employee or under contract.

- 15 years direct, channel, and territory sales with P&L responsibility at or above revenue targets.
- Prior progressive operations experience in distribution, insurance, and technology markets.
- Hire, develop, and directly manage operations, marketing, and sales employees.
- Market development and management including use of computer based sales tracking tools.
- Professional communication and relationship development skills with staff and client executives.
- Team based solution creation and coordination between, client, channel, and internal staff.
- Extensive experience in prospect identification, cold calling, qualification, and closing.

W O R K E X P E R I E N C E

Interlink Communication Systems

Clearwater, FL Director Business Development *10/07 – Present*
Lead the launch and ongoing market development of IP communications products into the commercial market. Contract with and deploy Digium implementation of Asterisk open source PBX platform and supporting technologies. Identify and contract with additional VOIP vendors as needed to complete offering. First year revenue impact of \$4M sales at target margin and P&L. Contract with suppliers, identify and establish relationships with VAR and system integrator organizations providing VOIP solutions to end commercial users. Be visible in industry to position Interlink as a significant partner in the Asterisk ecosystem.

BeachChip Technologies

Clearwater, FL Co-Founder and Managing Partner *1/03 – 09/07*
Provides professional services for marketing and sales business model development and implementation to numerous Tampa Bay companies. Executed both inside and outside sales opportunities in e-commerce, EDI, network and VOIP services directly and with partner firms.

- Broadsoft hosted VOIP business sales, integrator received \$6.5M venture funding.
- Direct contract and resale of Verizon, USLEC, and Packet 8 VOIP services.
- NEC channel partner new market initiative, Univerge VOIP sales product certified.
- E-commerce company assignment to assume Market Manager role from founder.
- Sales process proposal, pricing, and contract creation for new media company.

Vertical Communications

Tampa, FL / Chicago, IL Enterprise Sales, Channel Manager *3/99 – 12/02*
Joined this pre-IPO communications equipment manufacturer to bring product to market in the Midwest. Product was first generation VOIP converged PBX and data solution (IAD). Temporary assignment to drive field engagement of channel sales through AT&T branding program. Successful 90-day trial leading to nationwide rollout involving 39 AT&T branches. Returned to enterprise role in Midwest to engage and close clients. Sold first major Vertical enterprise client, a Fortune 200 \$8M 1,500 site solution in 10 months. Channel development and deployment of Vertical product through VAR SMB system integrator market. Identify and close field support organizations for product deployment, SMB and F1000 customer support.

Intermedia Communications

Chicago, IL Senior Systems Sales Executive 5/98 – 2/99
Hired by senior management to build new market by providing advanced communications solutions using NORTEL and NEC platforms. \$1M call center sold in first 90 days. Numerous upgrade and maintenance clients placed under contract, resulting in revenue of \$2M.

Fujitsu North America

Chicago, IL CTI Market Manager, Major Account Manager 4/96 – 4/98
Hired by Fujitsu to work in new role of CTI Market Manager as part of corporate move into computer telephony integration (CTI). Sales of \$1.4M, including Sonet, ATM ,and PBX.

InterVoice

Chicago, IL Senior Sales Manager 5/95 – 3/96
Joined InterVoice to broaden technology sales exposure to include CPE systems. Channel and enterprise sales responsibilities, quota over achievement by 108% with revenue of \$1.2M.

IVANS

Tampa, FL Director of Marketing 6/86 – 4/95
IVANS is a privately held \$50M per year re-marketer of IBM, AT&T, and MCI, data network and voice services to the vertical insurance industry market. IVANS also sells third party software and EDI solutions. Hiring and management of territory account managers, territory P&L responsibility. Relocated from Greenwich, CT to Tampa, FL and then Chicago, IL while increasing responsibilities with company Sales Executive to Director. Major new account sold in late 1993 which contributed \$4.2M, sales region finished 1994 at 109% of quota, an increase of 40% to \$14.2M per year.

Prior experience in operations and consulting, including VP Information Systems and international travel to Europe, Middle East, India, and China detailed upon request.

E D U C A T I O N

Northwestern University

Chicago, IL
BPhC, Communication Systems and Business emphasis, 1999
Business Minor, 3.6 GPA, Dean's Honor List Fall 1994, and Spring 1997

Other Education

Numerous computer, industry, and sales courses detailed upon request.

A C T I V I T I E S A N D M E M B E R S H I P S

Tampa Bay Technology Forum, Suncoast Linux Users, St. Petersburg Asterisk Users

Tampa Bay Chamber of Commerce

Chicago Industrial Communications Association

Board Member 1997-99

Salary and References furnished upon request.