

Peter J Fox

Business Development Director - Cabinteely, Dublin 18, Ireland

W: <http://www.worky.com/peterj-fox>

Senior executive with 22 years corporate sales and executive management experience across telecommunication and Information Technology industries. A strategic leader focused on delivering world class business solutions to corporate customers and driving his staff to the highest levels of delivery and professionalism. Skilled in every facet of management from sales, marketing, HR, finance and operations. A passionate, results-driven leader with the ability to inspire staff to deliver real business results.

Professional Experience

2001 - Present

Digicom Office Technology - AV Director

Responsibilities:

- Developing new division within the company selling Video Conferencing and Presentation Technology
- Identifying and developing new opportunities from SME, MNC, Financial and Government Sectors
- Recruiting a team of full time staff across the functions of Technical, Sales, Marketing and Customer Support;
- Executing business plans;
- Oversee implementation of client solution process and procedures in the area of design, installation, credit control and ongoing service;
- Oversee Search Engine Optimisation (SEO) and digital marketing program for Digicom
- Promoting new products Digital Signage, Streaming and Multimedia
- Member of the executive board;

Key Skills

Conferencing, Credit Control, customer support, Digital Marketing, Marketing

1998 - 2001

MCI Worldcom (Now Verizon) - Sales Manger

- Recruitment of 12 Field Sales Executives and 4 Desk Bound Support Executives;
- Successfully migrated SME and Small MNC's from Eircom to MCI Voice and Data Minutes;
- Set up a dealer channel to promote third party sales of MCI products ;
- Revenue under management: \$2.5 million annual revenue grown from base of \$100k in 1998;

Key Skills

data, Field Sales, recruitment

1991 - 1998

Motorola - Eirpage - Sales Manger

- Management of key partner accounts (Eircom and Sigma Wireless) and dealers;
- Grew existing revenues within the dealer channel;
- Member of the development team for 'Pay As You Go' paging, Minicall;
- Part of ISO 9001 team;
- Revenue under management: \$.3 million annual revenue during 1991, \$2.75m during 1998;

1987 - 1990

Pitney Bowes - Sales Person

- Maintaining existing corporate business;
- Growing revenues & identifying new opportunities;
- Annual revenue under management: approx. €.75 million;

Education and Qualifications

1999

Bachelor/Degree - Marketing

The Marketing Institute of Ireland

1983

Bachelor/Degree - MMII (Graduate), Marketing

Irish Management Institute
