**JIM “JK” KORETZ**

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***Senior Account Executive (Enterprise) Technology & Communication Solutions***

**SUMMARY OF QUALIFICATIONS**

**SALES LEADERSHIP (HUNTER MENTALITY) – Territory, Product, Account Management**

Highly successful, enterprise sales executive with extensive experience in Cloud-based Telephony; anevangelist and industry expert; a consistent track record of building a sales pipeline and winning sales within new and mature markets

* ***Broad base of expertise across the sales process*** i.e. lead generation, pipeline management, customer interaction, presentation, client interaction, negotiation, account management, training, sales forecasting, pricing, and sales closure
* ***Successful track record of developing win-win partnerships in competitive settings***; outstanding skills in negotiation, contract management, forecasting and strategic planning
* ***Outstanding relationship building skills*** with a high degree of responsiveness and integrity
* Highly ***experienced in developing strategies to increase sales volume and source potential opportunities***
* ***Organized and intellectually able to eliminate sales obstacles*** through creative and adaptive approaches
* ***Core competencies***:

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| * Strategic Sales Presence
 | * Experienced Channel Manager
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| * High-Impact Presentations
 | * Consultative Sales Process
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| * Competitive Market Intelligence
 | * Strong Negotiating Skills
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| * Customer Needs Assessment
 | * New Product Introductions & Rollout
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| * Agent Development
 | * Solution Sales & Closing Abilities
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**HIGHLIGHTED ACCOMPLISHMENTS**

**SMALL, MID-MARKET & ENTERPRISE SALES**

* Closed over 7,000 accounts with annual revenue in excess of $15 million; retention rate of over 95%
* In-depth experience and expertise in ***Unified Communication Services/Single Number Service Platforms, Cloud-based Telephony, and VoIP*** including Skype and Lync
* Sold various products including: ***Auto Attendant, Virtual PBX, VoIP Phone service, Skype, Lync, Enhanced Voicemail, Long Distance, IVR, Enhanced Fax, Live Answering Services, Promotional Calling Cards, Cellular, Data, and ACT! Software and Consulting Services***

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**EMPLOYMENT EXPERIENCE**

**Communications Technology Consulting (CTC) Cloud Phone Systems Direct Sales September, 2015 to Present**

* Independent distributor of VoIP products. Direct Sales of VoIP products to end user customers
* Successfully sell a full service Cloud Communications Suite of services specializing in Cloud Communications, mobility solutions and phone systems. Our Telecommunications Division specializes in Hosted Cloud Communications from 5 phones to 5,000 phones. Improve efficiently and save money with an immediate ROI.

**Alteva (NYSE MKT: ALTV) Cloud Phone Systems Channel Manager – Midwest Region October, 2014 to August, 2015**

* A premier Broadsoft provider of hosted Unified Communications as a Service (UCaaS) that significantly enhances business productivity and efficiency. Alteva’s UCaaS solution integrates and optimizes best-in-class cloud-based technologies and business applications to deliver a comprehensive voice, video and collaboration service for the office and mobile workforce.
* Responsible for National Channel Business Development activities for Alteva, the 9th largest Hosted Unified Communications service provider in North America. Currently achieving industry leading growth, consistent increases in ARPU and increasing attachment rates for value-added collaboration services (Microsoft Lync and Skype for Business) while maintaining best-in-class customer retention rates. Established Alteva as a leader in Unified Communications solutions for mobile devices (Smartphones, Tablets and Laptops).

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**Communications Technology Consulting (CTC), Northbrook, IL Consultant September, 2009 to September, 2014**

***Cloud Phone Systems & Fiber Internet Service Business Development***

* Developed a pipeline of accounts through solution based selling of VoIP and fiber internet connectivity in the Chicagoland area
* Identified end-user opportunities through prospecting to secure new accounts by understanding customers' needs and developing solutions for their business environment, closing sales opportunities

 ***Business Development, Enterprise & Midmarket - Mobile Marketing Strategies dba: AnytimeCard***

* A leader in mobile applications including customized mobile websites which appear as apps on any *smartphone*

 ***Solutions Account Manager—Gafachi Wholesale Telecom***

* Identified prospects, design pricing, provide proposals, close accounts, manage implement and maintain accounts for this dependable and competitively-priced wholesale voice over IP termination and origination solutions for enterprise, call centers, and carriers

 ***Channel Sales Specialist, Panasonic – PSCA***

* Introduced Panasonic SIP Endpoints (VoIP phones) to large Direct Market Resellers (i.e., CDW) and VARs upon product launch at tradeshows and corporate headquarters

***Channel Manager, Synnex***

* Responsible for national partner recruitment and development of VAR's
* Developed and won business on behalf of authorized partners of VoIP and Unified Communications products
* Collaborated with Alteva, an underlying service provider, to solidify program details to develop the service offering; attended trade shows to demonstrate and explain the product

***Senior Sales Executive,******RingCentral, Inc.***

* Recruited to help launch its U.S. based sales team concentrating on large Enterprise opportunities in North America
* Traveled to the Philippine call center to study the processes and bring the sales operation to bring to the U.S. to serve middle market and enterprise accounts
* Consistently closed $80,000 of annualized revenue on a monthly basis, with product offering which included Hosted VoIP services and phones

[**Onebox, Division of J2 Global**](http://www.j2global.com)**, Los Angeles, CA**  ***Sales Executive* April, 2006-August, 2009**

 • Developed tactical and strategic strategies for achieving Company sales goals and business objectives by developing and identifying end-user opportunities through prospecting, key calls and demos

 • Initiated on-going training for accounts using web tools to train customers and demonstrate the product

* Helped company grow from $1 million to over $50 million
* Assisted in website design and improvements, customer interface improvements, signup process improvements and setting customer policies
* Consistently exceeded quota, selling in excess of $120,000 of annualized revenue made up of over 100 new accounts a month
* Recognized as company’s top salesperson measured by dollar volume, number of accounts sold and customer retention rate
* Closed accounts in every single industry, including Fortune 500 accounts the Federal Government, as well as mid-sized and small companies

**Communications Technology Consulting**, **Northbrook, IL**  **January, 1993 – March, 2006**

 ***Managing Partner & Business Development Manager***

* Resold AT&T's Unified Communications products and services, under private label, to enterprise customers
* Sold business to a division of Lucent Technologies and assisted them in securing the underlying technology from AT&T
* Resold diverse telecommunications products and services to commercial customers

***ACT Certified Consultant (SwiftPage ACT! Business Partner)***

**EDUCATION**

 ***Bachelor of Science - Major in Accounting & Minor in Economics***

[Ithaca College](http://www.ithaca.edu) Ithaca, New York