



Mark L. Gray
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Key Value Proposition:

A successful, goal oriented telecommunications executive, with 15+ years experience in account development, management and retention for consistent production to achieve “at or above” revenue goals.

Specialties:

Automated Metering Infrastructure (AMI), Broadband, CIS/CRM/ERP software, data storage solutions, information technology infrastructure, meter data management (MDM), physical and cyber security, telecommunications (terrestrial, wireless, microwave, RF), VoIP, smart grid and cloud based solutions.

Achievements:

- Closed IOU account for GE MDS FHSS RF solution to enable regional backhaul network, spanning 7k miles, to link the client’s core microwave network and AMI network for 279k residential and C&I customers across a 24k sq. mile area.
- Presented at Electric Cities, resulting in five (5) new public power clients in NC and opportunities in GA.
- Reached 150% of sales goal at SkyRider Communications.
- Attained 126% of revenue growth plan performance while coaching 100% of team to achieve Presidents Club recognition as Director of Sales, New Orleans, at Sprint.
- Achieved 100% retention and 105% revenue plan performance for 2 years for \$36.0M customer base across a 7 state region as Director of Sales-Retention, at Sprint.
- Improved annual revenue performance 194%, after 35% write down of base revenues, with a team of 6 new hires as Branch Manager, Sprint.
- Deployed nationwide data network, including new routers & switches, in less than 90 days from contract to cut over as General Manager at UC Communications.
- Successfully guided the CLEC regulatory / tariff development process for 9 states at UC Communications.
- Managed the sales team to 180% revenue growth attainment as sales manager at MCI.
- Provided application, data and voice network designs, RFP responses and technical consulting for 30 MCI sales reps.

Knowledge and Skills:

Expert consultative, relationship and strategic sales to enable customer’s strategic goals and objectives through effective account relationships at the operational and executive levels.

Key experience includes:

- Elected for MCI & Sprint Leadership Development Programs
- Leading multi-discipline & multi-business unit account teams
- Development of account retention and loyalty programs
- Utility general management & operational responsibility
- Providing technical consulting & RFP response support
- Conducting customer needs assessments

Work Experience:

Business Development, UtiliWorks Consulting, Sep’ 11–Mar’ 12
Responsible for developing new relationships with public and cooperative power utilities, seeking automated meter reading, automated metering infrastructure, advanced communications or smart grid solutions.

Account Manager, SkyRider Communications, May’ 10- Aug’ 11
Responsible identifying, developing and responding to RFP’s for new contracts for construction of wireless communications infrastructure to State DOTs, K-12 Schools, municipalities and power generation and distribution utilities.

Owner, Cat5 Technology, May 2004 – April 2010
Responsible for new customer sales of converged IP based communications solutions to private and public enterprises.

Sprint Telecommunications, 1998 – 2004
Held several sales branch and regional management positions responsible for sales and retention of, among other enterprise accounts, investor owned utilities throughout AL, MS, LA, TN, OH, KY and IN.

General Manager, UC Communications, 1995 – 1998
Responsible for operation of profitable small CLEC including corporate administration, customer services, billing and OSS, field installation and repair, outside plant, network and switch operations, and regulatory affairs before PSC/PUC’s.

Sales Manager, MCI, 1989 – 1995
Held major account manager, technical consulting and sales management positions.

Account Representative, Unisys Corporation, 1987 - 1989
Major Account Manager, Xerox Corporation, 1984 - 1987
Sales Representative, Executone, 1983 – 1984

Education:

Bachelors in Business Administration and Finance,
- Southeastern Louisiana University, 1983
MCI & Sprint Leadership Development Programs
SPIN Selling, Sandler Sales Training, ValueBase™ Selling
Introduction to Electric Utility Systems for Non-Engineers, EUCE