

ROBERT KARCSAY

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Personal website: www.Karcsay.com

Customer-centric, entrepreneurial professional with experience in voice, data, cloud solution architecture, and technical sales. Proven success in developing partner relationships and new business development. Collaborative and capable of working with cross-functional teams. High energy, positive attitude, and loyal team member.

KNOWLEDGE, SKILLS, AND ABILITIES

- Well versed in sustainable and cost-effective solutions that support business strategy.
- Skilled in identifying infrastructure needs for deploying SaaS, cloud solutions.
- Designing and selling cloud and on-premises phone systems, Wi-Fi, and SD-WAN.
- Experience servicing organizations with complex governance processes.
- Successful in developing relationships with, VARs, MSP and MSSP's
- Building revenue opportunities for MSP's by developing new Telco carrier business.
- Coordination of compliances and business risk assessments for local city governments.
- Developing Channel programs for VARS and MSPs
- Industry training and certifications please visit: <https://www.karcsay.com/certifications>

PROFESSIONAL HIGHLIGHTS

- Deployed a BroadSoft platform deal for Comcast in the Northwest region in 2012 worth \$540,000.00 (contract value)
- Sales of SMB contact center cloud solutions with an average contract value of \$150,000
- Design and sales of SD-WAN solutions and carrier services.
- Assessed and sold \$200,000.00 worth of infrastructure and server consolidation as well as \$7,500 MRC in managed outsourced IT services for a nonprofit with an annual net income of \$22 million.
- Designed and deployed DaaS (Desktop as a Service) solutions for Financial customers
- Designed a 2000-device infrastructure solution for a Blockchain Bitcoin mining company.
- Launched profitable internet and telecommunications companies in the early 1990s.

PROFESSIONAL EXPERIENCE

Territory Account Executive

April 2019- Present

Structured Communication Systems, VAR/MSSP

Business development in a new territory and overlay for carrier services for all sales.

- Juniper, Fortinet
- Cyber-Security operations and software
- Wireless, Wi-Fi Meraki, Juniper-Mist
- Compliance, HIPAA, PCI-DSS, SOC2, SOX, ISO, GDPR and CMMC

Territory Account Executive

Nov 2018- April 2019

CenturyLink BDP/MDU Account Manager

Strategic selling to new customers and renewing relationships with existing customers who directly own and or control a property (such as apartments, condos, assisted living, etc.).

Client Advisor and Consultant

July 2016- July 2018

Blue Fox Group, Scottsdale Arizona, MSP

Consultant for strategic accounts and overlay for carrier services for all sales.

Telephone systems, WAN, and LAN IT needs. (Voice & data)

- Telecom carrier and IT audits
- Managed IT / desktop support
- Server consolidation VMware

Senior Account Executive

May 2013 – Feb 2015

Cox Business, Phoenix, Arizona

- Responsible for promoting, selling, and retaining data center accounts.
- Promote and sell fiber optics to retail accounts.
- Design and coordinate the installation of cloud phone system.

Enterprise Account Executive

Mar 2012 – May 2013

Comcast Business, Portland, Oregon

- Responsible for developing Enterprise business accounts.
- Cable Telecommunication Fiber optic deployments, products, and services.
- BroadSoft phone system services

CERTIFICATIONS AND PROFESSIONAL DEVELOPMENT

- Certified in Convergent Network Technologies (CCNT) # 662000
- CompTIA IT fundamentals – FC0-U51
- Google IT Security
- OT Security, Certified
- HPE Sales Certified – Hybrid Cloud Solutions