

DWIGHT BEAGLE

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White Settlement, Texas 76108

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QUALIFICATIONS **Highly effective in consultative sales and sales management**

- Extremely competitive overachiever
- Unique and advanced technical skills
- Extremely strong closer of large sales
- Ability to adapt and learn quickly
- Efficient in time and territory management

EXPERIENCE

2020 COMMUNICATIONS

March 2009 – August 2009

Business to Business Account Representative

- Cold calling and prospecting
- Selling Verizon and AT&T products to business customers

BROADVOX.COM

July 2008 – September 2008

Director of Sales

- Recruited and trained new agents to sell SIP Trunking
- Managed defined geographic territory
- Managed sales process from first appointment to installation

EXCEL TELECOMMUNICATIONS

January 2007 – July 2008

Agent Manager

- Accounted for 87% of new channel revenue in 2007
- 350% of quota YTD in 2008
- 2008 Developed TX, OK, LA, AR, and KS territories
- Mentored all new agent managers during first 90 days of employment
- 400% of quota for 2007
- Recruited and trained new agents to sell SIP Trunking

AFL NETWORK SERVICES

July 2006 – January 2007

Agent Manager

- Generated \$2.1 million in bids and sold \$72,000.00 in revenue to 2006
- Designed and Implemented Agent program for Southeast US territory from North Carolina to Texas
- Recruited and trained Referral Partners, Agents, Resellers, and Wholesale Partners to engineer, price, negotiate, contract and deploy structured cabling, wireless and physical security for multi-site businesses
- Developed all agent contracts

XSPEDIUS COMMUNICATIONS

June 2005 – July 2006

Agent Manager

- Accounted for \$1.3 million in revenue during first 12 months of employment
- Responsible for managing Agent Channel in Dallas/Ft. Worth and El Paso
- Developed and maintained pipeline of qualified and active agents while nurturing the client relationship
- Expert in design and implementation of technology including voice, integrated access, data transport, hosting, LD, and frame relay utilizing best in class products
- Duties include recruiting new agents, managing existing agents, training and sales

XO COMMUNICATIONS, INC., Dallas, TX

June 2000-June 2005

Sales Director, Indirect Channel

- Grew client base over 300% and increased revenue and profit through management of 20 agent managers and over 750 agents over 24 month period
- Exceller's award winner in 2004, President's Council award winner in 2005

- Director of agent program for Southwest and Northwest region of US
- Communicated sales activity and pipeline forecasts to executive management and sales team while keeping abreast of product, technology and industry changes
- Responsible for management of agent managers, engineers and support staff

BEAGLE ROOFING AND CONSTRUCTION, Justin, TX

June 1998-June 2000

Roofing and Construction Contractor

- Specialized in insurance roof replacement
- Responsible for all phases of construction, including sales, personnel and accounts payable

UNITED DIGITAL NETWORK, Irving, TX

April 1996-May 1998

Director of Third Party Marketing

- Generated 25% of total company revenue by May of 1998
- Started nationwide program to mass market telecommunications through large groups, i.e. affinity programs and multi-level marketing
- Responsible for developing pricing and marketing strategy with accountability for profit margin

U.S. LONG DISTANCE, INC., San Antonio, TX

October 1992-April 1996

Director of Agent Sales

- Doubled revenue every fiscal year
- Number one department in company for percentage of revenue quota (326%) for 1995
- Designed and implemented 1+ agent program
- Expanded program from Southwest to California, Pacific Northwest, and Florida
- Final responsibility for all areas of department including sales, commissions, personnel, and budget

MCI COMMUNICATIONS CORP., San Antonio, TX

May 1989-October 1992

Senior Account Executive

- Consistently exceeded 125% of sales quota every month
- Sold a full range of communications products including Domestic and International LD, and Pt to Pt
- Established MCI office in Bryan/College Station
- Circle of Excellence award winner 1990 and 1991
- National Sales Contest winner 1991 and 1992

TECHNICAL SKILLS

Expert level of understanding in SIP Trunking, Dial Tone, LD, Frame Relay, ATM, DSx, OCx, Co-location, VoIP, xDSL, IVR, PBX, IPVPN, MPLS, Gigabit Ethernet, WiFi, WiMax, and Videoconferencing using Avaya, Cisco, Mitel, NEC, Toshiba, Siemens and Nortel systems

COMPUTER SKILLS

Proficiency in Siebel, Microsoft Access, Excel, Outlook, Word, Power Point, Access, and Visio as well as understanding of PC and Client Server technology

EDUCATION

UNIVERSITY OF TEXAS AT ARLINGTON, Arlington, TX

Bachelor of Business Administration in Accounting, December 1987