GREGORY ANTONIO

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GLOBAL OPERATIONS EXECUTIVE MANAGEMENT

QUALIFICATIONS SUMMARY

- Results-oriented executive management professional with significant experience, diverse cross-cultural background, sensitivity to international marketplaces, and expertise in European geography, markets, and management.
- Seasoned executive with strong international credentials and experience in managing both large and small organizations.
- Success-driven achiever who consistently exceeds targets.
- Analytical and clear thinker with highly commercial orientation and strong customer focus.
- Skilled troubleshooter/problem-solver who recognizes issues clearly and focuses solutions.
- Productive, highly ethical self-starter with high energy level and vitality.
- Fluent in French and English, with understanding of Italian and Spanish.

AREAS OF EXPERTISE

→ Business Management	→ Marketing / Sales Strategy	→ New Product Development
→ Operational Efficiency	→ Key Account Management	→ Customer Service
→ Communication	→ Opening New Markets	→ Cost Control
→ Organization	→ Problem Resolution	→ High Professional Ethics
→ Contract Negotiation	→ Research Projects	→ Process Improvement

PROFESSIONAL EXPERIENCE

Senior Vice President International Operations, *NetORG* – London, UK, April 2005 to Present
- Oversee all NetORG operations, including sales, marketing, professional services, and customer service outside North America.
- Manage revenue of $120M and team of 350 employees.
- Direct revenue generation, profit contribution, cash management, and customer satisfaction.
- Increased revenue 40 percent over 12 months by recruiting and assembling premier sales-management team.
- Reinforced sales process implementation, focusing on step-by-step sales process, opportunity management, territory management, account management, sales strategy/target account selling, and development of business partner network.
- Oversaw shift from feature/benefit selling to solution selling.

Vice President, Europe, Middle East, Africa, *Median System Server Sales* – London, UK, Feb. 2003 to April 2005
- Consolidated server and storage European sales force into a single European sales force.
- Spearheaded decrease in sales expenses by 20 percent while increasing sales productivity by expanding alliance partner network; increased hardware revenue by 9 percent to $4B.
- Delivered 20 percent profitability increase by establishing crisp product-line positioning through solution segment and industry segment across Europe while simultaneously presenting a single face to customers.
- Introduced solution-selling concept within sales team.
- Directed actions that, coupled with a competitive product line, helped company regain server space market share over SUN, HP, and Compaq.
- Delivered annual revenue of $4B annually across Europe/Middle East/Africa.
- Managed and led team of 900 employees, including account executives, presales consultants/systems engineers, marketers, as well as finance and planning personnel.
- Oversaw revenue, profit contribution, cash, inventory, and customer satisfaction.

General Manager Sales and Marketing, Networking Systems, Europe, Middle East, Africa, *Cisco Systems* – Paris, France, June 2001 to Feb. 2003
- Delivered annual revenue of $1.5B annually across Europe/Middle East/Africa, accounting for 20 percent more revenue and profit than comparable operation in North America delivered.
- Managed team of 700 employees, including account executives, presales consultants/systems engineers, marketers, finance and planning personnel.
- Oversaw revenue, profit contribution, cash, inventory, and customer satisfaction.

Vice President Hardware Development, Networking Hardware Division, *Cisco Systems* – San Francisco, CA, Feb. 2000 to May 2001
- Managed team of 2,000 engineers, programmers, technicians, and personnel in finance, planning, HR, and support.
- Oversaw $150M annual development budget.
- Directed development and product marketing for wide variety of complex products, including LAN, adapter cards, wireless, bridges, routers, switches, and controllers.
- Achieved all development targets and budgets.
- Earned Malcolm Baldridge Silver quality award for division.
- Consolidated development team across Europe and North America.
- Increased market share in token-ring products.

EDUCATION

Master of Science in Electronics and Engineering
The Sorbonne — Paris, France

Master of Science in Computer Science
The Sorbonne — Paris, France

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