

Cedric Charles Dunlap

Global Sales leader · Head of Business Strategy · Revenue Generator

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OBJECTIVES An accomplished VP/Director with extensive worldwide management, business development, operations, and customer success expertise. Seeking a new challenge.

RESULTS ORIENTED EXPERTISE

- 20 years extensive Sales, Channels, SaaS, Equipment and Network management experience with AT&T
- 20 years Global business strategy, sales, cost reduction and Request for Pricing (RFP) experience
- 20 years of establishing a network of C-Level Executive contacts in the U.S. and across 70 countries
- 23 years as a Senior Adjunct Professor at New York University, Sustainability, and International Business
- 17 years of worldwide travel and business development experience (70 Countries)
- 11 years of military service: Major, United States Army
- Master's Degree in Technology from New York University (Technology and Social Media Guru)

WORK EXPERIENCE

Global Sales and Business Development Consulting, various locations, and clients 2010 - Present
Consultant

VP Sales and Operations (Consultant)

- Overall responsibility and supervision for sales and operations personnel.
- Overall responsibility for outbound remote sales representatives.
- New Account Acquisition
- CRM Selection
- Scheduling
- Payroll
- Hire and fire sales and operations personnel as needed.

Clients include:

- New Jersey State Chamber of Commerce
- Eton Institute (Dubai)
- SGS
- The Helen Foundation
- Valle Security Services

Scaale Inc, Chicago, Illinois 2015 - 2017

Vice President of Client Relations (Consultant)

- A Venture Resource Group dedicated to growth companies through capital and sales, offices in 8 countries.
- Sicasoft Software Solutions is a Sustainability software company based in Madrid, Spain.
- Coordinated the global expansion of Sicasoft Solutions, Scaale's largest client.
- Accountable for Sales, Channels, Marketing and Business Development strategies and results
- CEO Direct Report responsible for P&L, Agent and Reseller recruitment and Sales
- Responsible for Business Development and Global Expansion

1990 - 2010 AT&T/Easylink Services International (20 Years Distinguished Service)

Easylink Services International Corporation (Formally AT&T), Piscataway, NJ 2001 - 2010
Sr. Worldwide Sales Director

- Prospected for and increased international SaaS and equipment revenues worldwide.
- Sold secure messaging which included PKI encryption and IAM applications to PTT's.
- \$30M revenue responsibility for government, agents, resellers, and business partners worldwide.
- Travelled extensively and conducted business in more than 70 countries.
- Aggressively hunted and sold total managed outsourced solutions to foreign governments.
- Successfully recruited, managed and trained Sales Teams, Agents and Resellers worldwide.
- Managed, and closed on the entire sales process, in coordination with legal, finance and engineering.
- Developed relationships with government agencies, agents, resellers, and business partners worldwide.
- Increased declining revenues and achieved quota over a 12-year period.
- Closed \$1M total managed outsource contract with PCCW in Hong Kong.
- Closed network, equipment, and software outsourcing contracts in Asia, EMEA and South America.

AT&T, Bridgewater, NJ 1990 - 2001
International Sales Manager, Asia Pacific 1999-2001

- Responsible for growing international wholesale revenues in Asia Pacific.
- Supervised, managed, and trained 35 agents, resellers, and business partners in Asia Pacific.
- Successfully hunted and sold total managed outsourced solutions to foreign governments in Asia.
- Travelled extensively conducting business in Asia Pacific.
- Increased wholesale revenues by 300% in Asia Pacific for IP, VOIP and Messaging services.
- Recruited new partners in Korea, Thailand, Japan, Philippines, China, Vietnam, and Indonesia.
- Increased revenues in Hong Kong, Taiwan, Malaysia, Australia, and Singapore.

Sales Manager 1990 - 1998

- Total sales responsibility for Voice and Data solutions to new and existing accounts.
- Trained new sales personnel.
- Achieved 300% of quota {Rated Far Exceeded}, Top 5% of sales force.
- Ranked the #1 Hunter Sales Manager in Commercial Markets Eastern Region.
- Supervised and managed a sales team of 13 Account Executives.
- Managed all Voice and Data sales activity requirements for two multi-million-dollar AT&T Accounts.

New York University, New York, NY 1998 - Present
Senior Adjunct Professor, Leadership and Management

- Social Corporate Responsibility/Sustainability (Online)
- International Entrepreneurship (Online)

ACADEMIC ACHIEVEMENTS

New York University, New York, NY

- Master of Professional Studies (M.P.S.) in Interactive Telecommunications and Emerging Technology
- Concentration in Systems and Applications, International Markets and Policy
- 60 credit graduate degree specializing in Internet, Telecommunications and Computer technologies

University of Delaware, Newark, DE

- Bachelor of Science in Business Administration
- Concentration in Operations Management
- Army R.O.T.C Graduate: 4 Years Active Duty (Captain) Honorable Discharge at the Rank of Major