

# ROBERT KARCSAY

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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

- Identify sustainable and cost-effective solutions that support business strategy.
- Skilled in identifying infrastructure needs for deploying SaaS, cloud solutions.
- Developed and supported multi-cloud strategies, specialized in large data transfers.
- Sales and design of cloud and on-premises phone systems, Wi-Fi, and SD-WAN.
- Experience servicing organizations with complex governance processes.
- Versed in understanding business drivers and identifying technology that delivers results.
- Increased revenue opportunities for MSP's by developing new Telco carrier business.
- I coordinated compliances and business risk assessments for local city governments.
- Proficient with Microsoft and Google products.

## 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 (Coursera)
- Tenable – OT Security, Certified
- HPE Sales Certified – Hybrid Cloud Solutions