

EXHIBIT A
MANAGEMENT RESUME

Dennis. Morris

(877)388-2232 ext. 3470 • DM@Lte wireless.com

Top-ranked, self-motivated Executive possessing a unique combination of technical sales, management, marketing, business development, training, and a proven track record in generating revenue

SUMMARY OF QUALIFICATIONS

- Leading Sales Executive with over 20 years' experience leading high-performance domestic and International teams in fast-growth, business-to-business technology companies.
- Proven track record in developing customer base via network channels, and direct sales.
- Knowledge in cloud computing and hosted SAAS and IAAS.
- Extensive experience with successful cold calling and new logo development.
- Extremely effective in the telemarketing space and experience in lead generation/management.
- Creative and dynamic, demonstrating consistent record of achieving account profitability and growth.
- Experienced in planning, organizing, coordinating, and executing projects in a leadership role.
- Maintain solid work and self-managing ethic with years of field office experience.
- Possess troubleshooting and time management abilities and meet critical deadlines under pressure.
- Demonstrate exemplary communication & presentation skills & work well with client/management.

PROFESSIONAL EXPERIENCE

LTE WIRELESS INC
President of Operations

07/2018 – Present

- Develop and build next generation of leaders by managing all aspects of people development and training.
- Assisting partner in closing business – forecasting, sales planning, and joint selling with partner to drive revenue.
- Manage sales orders and provide status to partners.
- Develop new strategic relationships and facilitate formal agreements with other indirect channel sources to augment existing pipeline.
- Look to establish new relationships with other industry enterprises to determine if an alliance or partnership can be formed to generate additional sales opportunities.

Cogent Communications
National Account Manager - New York, NY

11/2017 – 06/2018

- Responsible for acquiring new medium to large sized business accounts for the purpose of selling dedicated Internet access, private lines, VLAN, colocation and IP transit, SD WAN.
- Daily training which consist of Selling techniques, Role Playing, Teaching Energy advisors the rules & regulations to be compliant within the state as well as the company.
- Working with agents and sub agents to create a steady pipeline of revenue.

**Just Energy.
Territory Sales Manager**

12/2016- 10/2017

- Manage 27 Energy Advisors, Field Service Manager, 5 Team Leads, Administrator, Recruiter, & Compliance Officer
- Daily training which consist of Selling techniques, Role Playing, Teaching Energy advisors the rules & regulations to be compliant within the state as well as the company.
- Manage a fleet of 5 company vehicles.
- Conduct day to day operations for the 5 Boroughs of New York.

**Unified Connection
Channel Manager**

5/2014-11/2016

- Startup Company began June, 2015 selling all Verizon Products & Service
- Hired & trained a staff of 10 Account Executives
- Verizon's fastest growing new agent achieving top 10 partner status & gold status in 5 months.
- Average monthly sale grew from July \$595 MRC to November \$2,200 MRC
- Weekly Funnel reviews to attain team success. 4 times quota expected each week
- Customer quarterly reviews key to maintaining our customer base.

**Time Warner Cable
Account Manager New York, NY**

10/2011 - 5/2014

- Prospect and sales of accounts in the \$1,000 - \$15,000 range.
- Determined and developed product from MPLS posted PBX cloud services to enterprise customers as well as DIA fiber.
- Exceeded monthly quota.

**NYCE Catering
Owner/Operator Syosset, NY**

03/2010 - 10/2011

- Owned and operated commercial catering for entertainment industry and corporate events.
- Lead and manage full staff of 20.
- Prospected business opportunities for full service catering business.
- Manage financials including payroll, inventory, and bid on prospective jobs.

**Glacial Energy Corporation
Business Development Manager New York, NY**

07/2010 - 12/2010

- Manage and hire sales agents to broker new energy pricing for commercial businesses.
- Prospected and developed new accounts.
- Sales training for new agents in product knowledge, pricing, and operating procedures.
- Responsible for reviewing and archiving customer monthly statements.

Qwest Corporation
Senior Account Executive Syosset, NY

07/2008 – 07/2010

- Consulted companies on communications best practices, cost reduction services and implementation.
- Identified and developed strategic partnerships with companies to offer high-end data and voice products.
- Recognized for the successful leadership of interactive project development.
- Built and manage high-end telecommunications and high-end Internet access.

Asia Netcom, LLC
Global Account Manager - Syosset, NY

06/2007 – 08/2008

- Account penetration and management of Global Fortune 500 accounts for full suite of international telecommunications services.
- Formerly Asia Global Crossing, the International product suite includes Private Line, MPLS, IPVPN, Voice Collocation, IRU, and global data network services.
- Clients are generally headquartered in the USA and require connectivity to Asia; China, Philippines, Korea, Singapore, Malaysia, Taiwan, Japan, Hong Kong.
- Performed site surveys to expand on customer network.

XO Communications
Enterprise Account Manager - New York, NY

07/2006 – 07/2007

- Generated sales of voice, internet, data networking, and managed technology services to mid-size enterprise business nationally.
- Generated leads via cold calling, networking, and creative marketing.
- Determined needs via face-to face interviews.
- Developed and present value added solutions to key decisions markers (c-level and business owners).
- Met or exceeded monthly quota 80% of the time. Finished 2006 at 115% & tracking above 135% for 2007.
- Key new accounts: Fox News Channel, Direct TV, MySpace.com, Investec, Interoute, Hartz Mountain, and Van Cleef & Arpels. Completed Voice over IP training.

Cablevision Commercial Optimum Online
Sales Support/Sales, Business Class Optimum Online - Elmsford, NY

09/2004 – 01/2006

- Targeted executive-level decision maker at small-to-mid-size businesses in Westchester County, presenting them with Cablevision Lightpath's Internet? Data solutions.
- Managed the sales-to-customer support for post-sales problems in the Westchester County region.
- Oversaw personal sales/time while achieving high growth in new accounts and maintaining a client base.
- Provided success in penetrating new territories with new construction projects. Developed positive marketing partner relationships to increase sales.
- Served as a liason between clients and order fulfillment departments. Exceeded yearly quotas (Internet/Video) by 140%. Completed Cablevision Lightpath's advanced sales training program in November 2005.

AT&T / TCG
Operations Manager / (GAM & MAE) - New York, NY

1998 - 03/2004

- Managed the responsibility for testing and turn up of corporate switch orders into the 5-ESS and DMS switches and testing of the DS-1 and DS-3 facilities delivered to the 5-ESS and DMS switches.
- Tested multiplexes located a customer locations (OC-3, OC-12, OC-48, FOX-2R, SONOPLEX, ATRANS).
- Worked with trouble shooting network problems on new installations (private line switch and data).
- Project Management and followed up with the customer on large switch data orders.
- Provided telecommunication service for mid-size to large companies.
- Expanded firsthand knowledge of sales and data service including: Local, LD, ATM, Frame relay, VPNs, Point-to-Points.

EDUCATION

Culinary Academy of Long Island December 2011
Syosset, NY

Kingsborough Community College 1990
Liberal Arts Brooklyn, NY

SALES AND MANAGEMENT TRAINING CERTIFICATIONS

Seven Habits of Highly Effective Managers • NTP Sales Training • Customer Oriented Selling • Holden Value-Based Selling • Holden Corporation • Data Sales Manager How to Teach Technology - Finding the Fox How to Reach a decision Maker • How to Market Internet and wireless services

COMPUTER SKILLS

Windows XP & NT, Microsoft Office (Excel, Word, Outlook, and PowerPoint), Adobe Acrobat, salesforce.com, Siebel/Links System, Spa System

AWARDS & ACHIEVEMENTS

- **Time Warner Cable - Presidents Club 2010/2013**
- **Time Warner Cable - Two time Inner Circle Winner 2010/2013**
- **Culinary Academy of Long Island - Graduated in Top 10% of class 2011**