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**İsim Soyisim**

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**SENIOR TELECOMMUNICATIONS PROFESSIONAL**

**High-achieving and seasoned telecom professional with a record of success driving market growth, reducing C**

**and achieving customer satisfaction. Able to succeed in dynamic environments and skillfully manage multiple tasks while remaining reliable and focused. Strong interpersonal skills, proficient in fostering positive professional relationships and communicating effectively at all levels.**

**AREAS OF EXPERTISE**

**Strategic Network Planning I Cost Reduction I Quality Customer Care I Technical Marketing Product Management**   
 **'Infrastructure Analysis & Development ] Vendor Relationship Management I Strategic Problem Resolution Access Management I Project Management I Continuous Improvement I Critical Decision-Making I Operations**

**EXPERIENCE & RESULTS**

**COMPANY I City, ST (YYYY - YYYY]**

***Or*** ***that*** *describes the organization, its indust7y, and its size.*

**Senior Director of Telecommunications; Managed a team of 30 employees while optimizing the current work structure to ensure efficiency** and **profits. Encouraged growth by researching and** *creating* **new opportunities.**

**Leveraged industry expertise to negotiate $350,000 annual savings for the backbone network.**

**Redesigned pricing for the IP Network reducing spend by 35% for two years, Negotiated dark fiber and IP connections into the Title Stadium to connect onto the footprint.**

**CORPORATION I City, ST (YYYY - YYYY]**

*Or* *that describes the oqunization, its industry, acrd its size.*

**Director: Supported sales to obtain last mile** *access* **for connections to the network. Assessed needs and** identified/created savings **year-over-year in *the* company's infrastructure.**

**Negotiated and project managed upgrade of the backbone network,**

**•**  **Developed strong interfaces with over 30 Regional and National companies to achieve connections** into

the company's footprint,

**ORGANIZATION I City, ST [WIN -** **MT)**

***One-finer that describes* thE** *organization, its industry,* ***end its*** *size.*

**Network Manager:** Supervised **a team of 1S employees to provid Ethernet** and TDM products for *customers*

while demonstrating **the highest form of customer service, Created strategic sales goals as an individual basis to enhance overall sales\_**

**•** **Ranked in thp *five* for sales in** YrrifYYYY **by** aggressively pursu***ing*** and achieving sales goals.

**•** **Assisted in transitioning the Communications Company after acquisition\_**

**COMPANY I City, ST (YYYY - 'MY)**

***One-finer that describes the organization, its industry, and as size.***

**Director: Managed 10 employees, ensuring high-quality customer service while providing Ethernet and TOM products for customers. Mentored, advised and scheduled employees to enable optimum opportunities.**

* **Achieved Top Sales Manager distinction** for **the company for two years in a row.**
* **Strategically analyzed the sates process to opbrnize sales, resulting in a 10% increased revenue for the**

**year**