

# RICHARD GASPAR

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## PROFESSIONAL EXPERIENCE<sup>1</sup>

### **2001-Current**                      **VERNIER NETWORKS, INC – Mountain View, CA**

#### *Director of Sales*

- Wireless Switch Infrastructure
- Top Producer in First Year Revenue
- F-1000, Government and Education Sales
- 4 Resellers Signed

### **2000 – 2001**                      **EDGIX CORPORATION - New York, New York**

#### *Director of Sales, North America*

- Internet “Edge” Infrastructure Services
- ISP, Access Provider and Carrier Marketplace
- No 1 performer of 7 Regional Sales Managers 1<sup>st</sup> 90 days
- Promoted to Sales Director of No America

### **1999 – 2000**                      **AVANTGO - San Mateo, California**

#### *District Sales Manager*

- Wireless Internet Infrastructure Software
- So. Central US

### **1998 -1999**                      **ACUITY CORPORATION - Austin, Texas**

#### *Vertical Sales Manager – Telco, ISP*

- Internet Based, Customer Interaction Management Software
- Territory - National

### **1996 - 1998**                      **GENESYS TELECOMMUNICATIONS - San Francisco, California**

#### *Regional Manager*

- # 1 Revenue Producer in US in First Year
- President’s Club
- Software Sales – CTI Middleware
- Direct and Channels - So. Central US

### **1988 - 1995**                      **NETWORK COMPUTING DEVICES - MT. VIEW, CALIFORNIA**

#### *District Sales Manager*

- Thin Client Workstation/ X-Windows Software
- 1<sup>st</sup> in Co. to 5MM Producer Award
- 1<sup>st</sup> in Co. to 8MM Producer Award
- Presidents Club each year
- #1 Revenue Producer – 3 years of 7
- Territory -So. Central US

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<sup>1</sup> All positions based out of Dallas, Texas

**1983 - 1988**

**ALTOS COMPUTER SYSTEMS - San Jose, CA**

*District Manager*

- Manufacturer of Unix based Microcomputer
- Direct Sales & Major Value Added Resellers
- Set up 2-tier distribution Channel
- Established Altos into TWA Airlines, Blue Cross Blue Shield, Moore Business Forms, Texas Instruments
- Presidents Club 4 of 5 years
- Territory -So. Central US

**1980 - 1983**

**CPS BUSINESS SYSTEMS - Dallas, Texas**

*Sales Representative*

- Turnkey sales into Oil & Gas and Real Estate Property Management
- Texas Instruments Minicomputers/ COBOL Applications

## **EDUCATION**

University of Texas Austin, Texas

- Bachelor of Science, 1980

Southern Methodist University Dallas, Texas 1982

- Cox School of Business - Entrepreneurial Studies Program

## **INTERESTS AND ACTIVITIES**

- Golf, Indoor and Outdoor Soccer, Skiing, Scuba Diving
- Coach Youth Soccer
- Stock Market/Investment Management

## **REFERENCES**

- Available Upon Request