

# RICHARD GASPAR

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

### **2000 – Current 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

- ?? ⚡ 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 – 2 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, CALIFORNIA**

*District Manager*

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