



Gregory Fair, is a highly experienced Business, Technology, Sales, and Project/Program Management expert that has demonstrated the ability to lead complex business initiatives and diverse teams of professionals to new levels of success. Possessing strong business, client management, and technical skills with an impressive track record in critical program management for complex business initiatives. With the proven ability to successfully analyze critical business requirements, identify potential obstacles, develop innovative solutions to maintain forward momentum, and meet or exceed all milestones, deliverables and objectives.

Mr. Fair's specialty is managing complex, high-level projects or programs and getting results.

Currently seeking a permanent position with a dynamic, forward facing organization that has a clear vision of their future, and to help them develop, plan and execute the strategy to get there.

With diverse experience in the following areas, Mr. Fair would be a valuable asset to your organization:

- Enterprise Sales
- Government Sales
- Technology Consulting
- C-Level Communications
- Multi-million dollar Sales (exceeding \$32M)
- Team Lead/Group Management (up to 200 personnel)
- Sales & Sales Engineering Management
- Regional Territory Management
- Large-scale Project Management
- Major/Critical Accounts Management
- Network Consulting
- Sales Engineering
- Change Management
- Strategic Planning/Business Development
- Relationship Management
- Contract Administration
- International Business
- Marketing Initiatives
- Policy Development and Implementation
- Education, Training, and Mentoring

Thank You

A handwritten signature in black ink, appearing to read 'Gregory Fair'.

Gregory Fair

Website: <http://www.gforce-business.com/>

Linked in <http://www.linkedin.com/pub/greg-fair/36/46/aaa>



Gregory Fair

Sales & Sales Management

Major/Critical Account Management

Government & Enterprise Account Executive

~ Executive Profile ~

Mr. Fair is an experienced business strategist and sales professional with a proven record of producing innovative solutions to complex business problems. A successful Project Manager and experienced Sales Executive with a background in Technology, Major/Critical Accounts Management, Marketing and Multi-million dollar Sales. Adept at balancing multiple agenda's to ensure forward momentum, increased productivity and bottom line performance. Mr. Fair leads by example and sets a high standard of business philosophy and professionalism. A real team player and motivated team leader with the unique ability to strategically implement high-level objectives and deliver solid results.

Experience – Gregory Fair

G Force Business & Technology Consulting, Inc.

October 2001 – Present

Founder, C.E.O., Principal Consultant – Washington, D.C.

Created G Force Technology Consulting, specializing in Technology Consulting and sensitive Project Management and business initiatives. Providing technology, project, sales, marketing product and business process management support.

Providing:

- Business Development
- Project Management
- Government Contracting
- Technology Consulting
- Business Strategy
- Software/Hardware Development
- Marketing Initiatives
- Change Management

Recent Sample Projects/Contacts:

- **Business Development:** 1 year contract - B2B Merchant Services, Outside Sales.
 - Sold business services directly to small/medium/large businesses.
 - Brought in the company's largest account prospect ever (\$1.5B).
- **Business Development/Strategy/Marketing:** 1 year contract - Civil Engineering sector.
 - Established local D.C. presence for out of state Civil Engineering Company (\$2.4M).
 - Coordinated with Federal, State and Local transportation authorities.
- **Project/Program Manager:** 6 month contract – U.S. Department of Treasury.
 - Lead team of 5 SharePoint Developers for Treasury application development.
 - - Coordinated at the Deputy Director and CIO level on development initiatives.
- **Business Strategy/Marketing/I.T.:** 1 year contract – Education industry.
 - Provided Business Strategy and Marketing for 3 different business units.
- **Marketing Consulting:** Open ended contract – Website Consulting.
 - Consulted for UPS, FedEx, Marriott, Capital One, etc. on website design.
- **Complete Business Management:** 6 years – Online Software Sales
 - Managed multiple business units selling over \$1.4M dollars in software online.

~ Gregory Fair – Early Career ~

Nortel Networks

June 1999 – September 2001

Major Account Manager/Sr. Systems Engineer– Houston, Texas

Designed and sold multi-million dollar core router, switching and network security systems for complex multi-technology LAN/WAN Carrier/Internet backbone networks. Served as Project Manager for several large-scale national and global initiatives, managed multiple Nortel Certified, CCNE and CCIE engineering teams. Won several awards for excellence and Sales Performance, maintained and consistently exceeded a \$32M annual sales quota.

Madge Networks

May 1997 – February 1999

Major Accounts Manager, Senior Systems Engineer – Boston, Mass., then Houston, Texas

Hired specifically to manage 4 large critical multi-million dollar at-risk accounts, Cigna, Aetna, G.E. Capital and TNRC. Also coordinated with international hardware/software design teams on product development and marketing while maintaining a \$12M annual sales quota.

Comlink, Inc.

September 1994 – May 1997

Senior Network Consultant/Sales Manager – Marlboro, Mass.

Mentored a team of 15 to 20 Engineers and Sales Executives in the field, selling complex multi-technology telecommunications network solutions using a wide variety of network vendor hardware such as Cisco, Timeplex, Alcatel, 3com, Juniper, etc. Developed a comprehensive Sales and Engineering training and performance monitoring program, also developed innovative marketing strategies to substantially increase market share, and maintained \$3.2M sales quota.

Timeplex, Inc.

September 1988 – July 1994

Network Consultant/Project Manager/Regional Manager – Washington D.C., then Los Angeles

Served as Regional Branch Manager for the Los Angeles region, managing a team of 20 to 30 Network Engineers and Sales Executives. Prior positions included serving as the on-site Network Consultant for U.S. Sprint administering a \$4.6M contract, which included the redesign and upgrade of Sprint's global backbone data network (the Internet backbone), supervising over 200 Engineers in the field. Also served as Major Accounts Project Manager for major customers like Walt Disney, Blue Cross, F.B.I., The State Department, Smith Barney, etc.

U.S. Army – Telecommunications

April 1982 - April 1988

Network Technical Controller (MOS: 32D) – The Pentagon in D.C., and two tours in Europe.

Provided Network and Cryptographic Support for worldwide Top Secret networks for the DoD, C.I.A, D.E.A., F.B.I, N.S.A, The Joint Chiefs of Staff, The State Department, The White House, and many other government agencies. Worked on the precursors to the Internet, the ARPANET and MILNET at the Pentagon and helped develop the world's first DNS Server. Worked at several Top Secret telecommunications facilities all over the world, and served as Section Chief supervising up to 25 direct reports, Honorable Discharge 1988.

Education – Gregory Fair

St. Petersburg College, St. Petersburg, Florida Business Management/Project Management

Massachusetts Institute of Technology (M.I.T.) Internet Design and Engineering

California Institute of Technology (Caltech) Telecommunications Engineering

*Plus many Business and Engineering/Technical courses and certifications (have certificates)