

Carmen Sorice III

Senior Sales Executive, Advisory Board Member, Author

908 217 1483

cs3@comcast.net

linkedin.com/carmensorice

twitter.com/carmensorice

Sales and business development leader who has consistently delivered aggressive revenue growth results

Successfully built and led channel businesses in telecom, IT services, and U.S. Federal Government segments

Award winning channel leader, advisory board member, and frequent speaker at IT and Channel industry events

PROFESSIONAL EXPERIENCE

Senior Vice President, Global Channels

Sungard Availability Services, Wayne, PA, 2008–2017

Recruited to build a world-class Channel Team to drive growth in Hybrid Cloud services. Responsible for Sales, Marketing, Programs, Operations, and Alliance Partner Management. Reported to Vice Chairman.

- Grew revenue to \$300m in '17, from \$20m in '10, while growing new logo partner contribution to 60% of revenue, up from 10%
- Received Dell EMC Global Partner Award '16, Cisco Americas Cloud Partner of the Year '15, '16, and AT&T Supplier of the Year '15
- Hired new Europe-based Sales Team in '16 - launched Partner portals and tools in UK, Ireland, France, and Sweden
- Launched global best-practices for collaborating with partners' direct sales teams to scale global Go-To-Market partnerships
- Served as Advisory Board member for CompTIA Vendor Advisory Council, Informa Channel Partners, and Baptie Channel Focus
- Seven-time recipient of CRN "Channel Chief" award and two-time recipient of Informa "Circle of Excellence" award

Vice President, North America Channel Sales / Global Programs

Alcatel-Lucent/Lucent Technologies Paris, France 1998 - 2008

Held multiple executive positions in sales, sales ops, channels, business dev.

- Post-merger, led integrated NA Channels - \$300m annual revenue
- Grew Enterprise business 43% in '07, after several years of decline
- Recognized by CMP Media as a Networking "Channel Chief" in 2008
- Grew U.S. Fed. Gov. business 100%+ y/y in '05 - \$100m revenue –
Held U.S. Government Top Secret Clearance
- Led Sales Operations for \$5b Emerging Service Provider Sales Team
- Launched service provider partner sales programs in '03 resulting in \$170m in partner revenue - 70% y/y Growth

HIGHLIGHTS

Grew channel revenue from \$20m to \$300m for IT services company, grew channel % of revenue from 5% to 37%

Led Sales Operations Team for \$5b business at global telecom equipment provider

Led \$500m global channel business for IT and Telecom solution provider

Grew channel revenue from \$15m to \$100m for U.S. Federal Gov. System Integrator

Obtained Top Secret Security Clearance from U.S. Department of Defense in 2005

Two-time recipient of Informa Channel Partners' Circle of Excellence Award, '13, '15

Seven-time recipient of CRN Everything Channel's "Channel Chiefs"

Served/serving on multiple industry advisory boards and vendor councils

SKILLS

Diverse set of leadership capabilities in Sales, Channels, Alliances, Business Development

Engineering R&D experience as Member of Technical Staff at AT&T Bell Laboratories

P&L and Product Management skills including roles with AT&T Business Services

Led merger integration team for Alcatel Lucent global sales operations

EDUCATION

Bachelor of Science in Electrical Engineering

New Jersey Institute of Technology
Recipient of Garden State Scholarship

Executive Education, Darden Graduate School of Business, Strategic Sales; Thunderbird School of International Management, Business Development

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PROFESSIONAL EXPERIENCE (continued)

Senior Manager, Product Strategy and Business Planning

AT&T Business Network Services

Chosen for career advancement assignment to lead P&L operations for \$10b+ voice services business including coordination across CFO, Customer Care, R&D, Network Operations and Billing.

- Led the creation and implementation of gap closure plans to mitigate \$100m+ in potential financial exposure
- Managed key Enterprise client relationships with United Airlines, American Airlines, Marriott, and Geico Insurance
- P&L Product Manager for Call Center and Routing service portfolio - Achieved \$30m margin increase in first year
- Received AT&T Product Management Excellence Award for leading new network services launch
- Nominated and accepted in AT&T's Leadership Continuity Program within 6 Months of joining AT&T

Business Development Manager

Lucent Technologies / AT&T Network Cable Systems (OFS Inc.)

Responsible for evaluating emerging applications for broadband connectivity products and developing associated market entry strategies (manufacture/partner/acquire). Established private labeling agreement with CommScope; managed product launches with Raychem J.V. Developed and implemented strategy for broadband cabling solutions (FITL, PON & HFC applications). Nominated and accepted in Network Systems' Leadership Continuity Program.

Member of Technical Staff

AT&T Bell Laboratories

Responsible for design and development of fiber optic components used in high reliability undersea fiber optic communication systems for U.S. DoD applications. Managed transfer of technology from development to manufacturing facilities. **Held U.S. Government Secret Clearance.**

Development Engineer

AT&T Microelectronics (now Agere)

Responsible for manufacturing, testing and failure mode analysis for LED and photodiode optical sub-assemblies. Planned & implemented the conversion of production facilities from manual to automated procedures – achieved 30% throughput improvement and 20% yield improvement.

MEDIA RELATIONS

Author, "From the Lab Room to the Board Room", Keys to making a successful career transition from the "technical" world to the "business" world - 2017

Published in Forbes: "4 Keys to Make the Transition from R&D to the Business World"

<https://www.forbes.com/sites/sungardas/2014/07/17/4-keys-to-make-the-transition-from-rd-to-the-business-world/#2966ae36266d>

Published numerous blogs and posts on LinkedIn, Twitter, and Company websites including:

- Delivering Resiliency in a Digital World
<https://www.linkedin.com/pulse/delivering-resiliency-digital-world-carmen-sorice/>
- The Rise of the Public Cloud and the Future of the Channel
<https://www.linkedin.com/pulse/rise-public-cloud-future-channel-carmen-sorice/>
- 3 Keys to Improving the ROI During Your Next Networking Event
<https://www.linkedin.com/pulse/3-keys-improving-roi-during-your-next-networking-event-carmen-sorice/>
- Eager To Expand Your Cloud Offerings? Think Pairings
<https://www.linkedin.com/pulse/eager-expand-your-cloud-offerings-think-pairings-carmen-sorice/>

Quoted in multiple media outlets: VAR Business, CRN, Channel Web, The VAR Guy, PR Newswire, thestreet.com, FOX 29, Bloomberg.com, channelpartneronline.com, IT Jungle, ChannelPro, MSP Mentor, IDC.com, Distributique.com, TMCnet, Telephony, Outside Plant, Multi-Channel News, and Korean Broadcasting System.

Frequent speaker and panelist at IT Industry events including Channel Partners Expo, Everything Channel Best of Breed Conference, Baptie Channel Focus, Cloud Security Summit.

PERSONAL INTERESTS

Enjoy traveling and spending quality time creating memories with my wife, children, family, and friends.