

TONY'S PROFILE

Tony Tataseo is retired from NYNEX (now Verizon) and has over 35 years experience in the Telecom Industry. During his career with Verizon he held positions in Sales, Product Management, Product Delivery, New Product Development, Sales Incentive Programs and Training.

He has made numerous presentations to senior management in IBM, General Electric, NBC, Exxon, State of New York and more. In New Product Development he led and managed a 60 person team that included all disciplines from market research and analysis to product launch. The team launched two new and advanced Telecom services with over \$500 million dollars in recurring revenue (\$1.3 billion in today's money). The group also created the process and tariff structure used by other telephone companies to develop their services. He was also part of the planning staff at New York Telephone during the Divestiture of the Bell System.

After early retirement in 1995 Tony worked as a Senior Telecom Consultant and Trainer. He designed, developed and delivered award winning sales training programs for Teleport Communications Group, AT&T, Cablevision, Comcast and the General Services Administration (GSA) for the Federal Government.

Tony has trained over 6,500 people in the Telecom industry on all phases of the industry including Local Voice Systems, Switching, Access, Transport, Optical Networks and other Broadband Technologies.

Tony is also a retired United States Air Force Lieutenant Colonel with 36 years of service. Additionally for 12 of those years he was a liaison officer for the United States Air Force Academy.

Tony has been speaking at Fordham University 3-4 times per year since 1987 on Project Management, New Product Development, Telephone Company Operations, Sales and Marketing. Since 2002 his talks have focused on "Success through Personal Responsibility" and "Emotional Intelligence in the Workplace".