

CHRISTOPHER J. SOUSA

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PROFESSIONAL EXPERIENCE

OUTPROTECT, (2008 – Current)



Vice President of Sales

Build go-to-market strategy and establish channels with both direct and indirect sales. Responsible for developing overall company pipeline and growing customer base. OutProtect provides security for On-Demand SaaS applications. This industry first technology extends beyond traditional Data Leak Protection solutions to include On-Demand applications outside the corporate firewall. The first release of secures Salesforce.com data.

IDENTITY ENGINES, INC., (2007-2008)



Sales Director - Southeast

Established and built sales efforts and company presence for the Southeast USA. Responsible for implementing both direct and indirect channels. Market verticals include; Enterprise, Medical, Government, and Education. Established revenue pipeline from \$0 to \$1M+ with over quota booking results of 115%. Success in government and education sectors. Strong knowledge of security, identity/access management, compliance, and data networking.

MCAFEE, INC., (2004-2007)



Director, Sales and Business Development

Established all North America direct sales activities with mobile operators and providers, large enterprise, partner channels, and OEM's. Crafted business mobile security model strategies, go to market product direction and focus with extensive customer presentations and interaction. Developed revenue streams from \$0 to \$5M run rate in 2006, 2007 in managed online services and solutions. Significant success by closing large, strategic customer contracts for mobile offerings with: ATT, Motorola, Openwave Systems, and Good Technologies. Key customer relations at all major NA operators/providers and with McAfee enterprise channels.

MCAFEE, INC./NETWORK ASSOCIATES, INC., (2003-2004)



Senior Client Executive

Direct and Channel sales to Fortune 500 enterprise named accounts to include; financial, technology, pharmaceutical, and retail companies. Responsible for selling entire network and host security suite of products (Network IPS/IDS, AV, data forensics, host protection, security services, etc). Strong knowledge of key security channel partners. YTD sales results of \$1.1 million with individual over quota achievement of 240% with "new" product sales.

SPRING TIDE NETWORKS, INC/ LUCENT TECHNOLOGIES, INC., (2000-2003)



Sales Director, IP Services

Established southeast region for Spring Tide to include both Direct and Lucent channel sales focused on the Service Provider market segment. Managed a staff of Senior System Engineers and Account Managers for both pre and post sales support. Responsible for all aspect of sales/marketing cycle; qualify, present, educate, propose, finance, and closure. Success with large customers that span both domestic and international markets. Top sales for FY '00 with target of \$4

million with results of \$7.2 million, Group FY'01 target of \$15 million with results of \$22.5 million, Group FY'02 target of \$20 million with results of \$24 million.

LUCENT TECHNOLOGIES, INC. – INS Division, (1999 - 2000)



Director, Sprint Data Integration

Direct sales and marketing for all data product offerings and services to Sprint LTD/LDD/ION. Guided deployment and service rollout of ATM/Frame/DSL/Access networks, teamed to develop the voice and data convergence strategy, and managed technical support staff. FY '99 target of \$25 million with results of \$63million.

ASCEND COMMUNICATIONS, INC., (1996 - 1999)



National Account Manager, Sales (Southeast channels and Service Providers)

Responsible for national and regional sales of product and services to large service providers, telecom, competitive local exchange carriers, and internet service providers. Duties included sale and deployment of Intermedia ATM/Frame network expansion (160) nodes, Nortel OEM/Re-sell, IBM OEM IP Switching product, and management of BellSouth channels. FY '96 results of \$3.5 million, '97 results of \$5 million, and '98 results of \$5.5 million with President's Club achieved each year, '99 Intermedia objective of \$15 million, \$13 million YTD.

NORTEL NETWORKS CORP, (1988 - 1996)



Senior Marketing Manager, Public Carrier Marketing and Sales - Carrier Networks

Created and developed turnkey internet access packages for US carrier market space. Responsible for sales through Nortel channels and general management of access integration projects. Instrumental in all new product introductions and company launch plans for telecommuting bundles. Directed and managed a team of hardware/software engineers for product verification and development. OEM contract negotiations with hardware and software vendors. Sales management of targeted accounts and detailed reporting to senior management.

EDUCATION

West Virginia University - B.A., Business Administration, May 1983

INDUSTRY RELATED SKILLS

Security: DLP(Data Leak Prevention), Host and Network based IDS/IPS, Content Filtering, Proxy, Enterprise A/V, Desktop Firewall, Threat management and compliance, and Vulnerability management with remediation

Data networking: 802.1X, IP Routing (OSPF, BGP, MPLS), Transport(POS, Frame Relay, ATM), Aggregation(PPP, PPOE, RFC1493), Network Firewall(Checkpoint, Netscreen/Juniper, Lucent), VPN (IPSec, SSL)

Computer OS Platforms: MS XP/Vista, MS W2003 with AD, Red Hat Linux 9.0 MS Windows Apps: Outlook, PowerPoint, Excel, Word, Namo Webeditor, and Photoshop. Proficient in Linux Apps: Snort IDS, ACID, MySQL, Squid, Apache 2.0 (php and SSL), and Java

Mobile Platforms: Smartphone - WM6, RIMM, iPhone, PocketPC, Symbian, Linux, and Palm OS. Extensive knowledge of mobile operator infrastructure