

# CHRISTOPHER J. SOUSA

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## PROFESSIONAL EXPERIENCE

### **MCAFEE, INC., (2004-Current)**



#### ***Director, Sales and Business Development - Mobile Security***

Established all North America direct sales activities to partners, mobile operators, large enterprise, and OEM's. Crafted business 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. Significant success by closing large, strategic customer contracts with: Cingular, Motorola, Openwave Systems, and Good Technologies. Key customer relations at all major NA operators and with McAfee enterprise channels.

### **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 to 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 carriers)***

Responsible for national and regional sales of product and services to large carriers, telecom and computer manufactures, competitive local exchange carriers, and network 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, (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.

#### **NORTEL NETWORKS, (1988 - 1996) continued**

##### ***Program Manager - Public and Private Carrier Networks***

Key sales support role with management of two multi-million dollar mobile central office networks for trade show, major customer demonstrations, and emergency backup/disaster recovery functions. Responsible for development and implementation of leading edge industry applications to showcase service provider product portfolio. Responsible for annual \$1.2 million budget and \$1.5 million in capital fund appropriation. Managed a team of system and application engineers.

## **EDUCATION**

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

## **INDUSTRY RELATED SKILLS**

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**Security:** Host and Network based IDS/IPS, Content Filtering, Proxy, Enterprise A/V, Desktop Firewall, Threat management and compliance, and Vulnerability management with remediation

**Mobile Platforms:** Smartphone (WM5), PocketPC, Symbian, Linux, and Palm OS. Extensive knowledge of mobile operator infrastructure

**Data networking:** 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 Pro, 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