

Daniel J. Murray

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Profile

- Twenty years experience in sales, sales management, business development, and marketing
- Worked for technology companies including Cisco Systems, Sonus Networks, and Cable & Wireless
- Consistently recognized as a top producer with above quota achievement
- Worked within large, established companies as well as pre-IPO startups
- Sold voice services and data networking equipment into both enterprise and service providers
- Results oriented with tremendous passion, integrity, work ethic and focus

Professional Experience

THE ROCKLAND GROUP, INC.

BETHESDA, MD

2003 - Present

Founder & President

Provide executive recruiting services to high tech companies throughout the United States

- Founded business in 2003
- 54 clients currently under contract
- 110% of goal in 2015
- 104% of goal in 2014
- 125% of goal in 2013
- 190% of goal in 2012
- 148% of goal in 2011, added 10 new clients
- Exceeded objectives in 2003, 2005, 2006, 2007, 2008, 2009, 2011, 2012, 2013, 2014, 2015
- Clients represented include Cloudera, Data Domain, Riverbed, Juniper Networks, F5 Networks, Network Appliance, Starent Networks, Symantec, BEA Systems, Citrix Systems, Neustar, Fidelis Security

SONUS NETWORKS, INC.

WESTFORD, MA

1999 - 2002

Sales Director, Verizon (2001)

Responsible for selling Sonus next-generation central office switching equipment to Verizon's unregulated business units. These units include Verizon Global Networks, Verizon Advanced Data Services, Verizon Avenue, Verizon Card Services, and Verizon Online

Regional Sales Director, Mid-Atlantic (1999-2000)

Responsible for selling Sonus next-generation central office switching equipment to emerging and established Service Providers in an eight state territory

- Joined Sonus pre-IPO as first sales director covering Eastern Region—Territory included Verizon, Nextel, Primus, Startec, Arbinet, Winstar, Teligent, Adelphia
- Played a critical role in the company's success and eventual public offering in May of 2000
- FY'00 revenue quota = \$3.5M, FY'00 production = \$10,850,000 => 310% of quota
- FY'00 - recognized as #3 in world for total sales volume
- Initiated Lab Trial with Verizon GNI to test Sonus technology=>\$35M in business ultimately generated

Major Account Manager, AOL (1999)

Responsible for selling Cisco networking products into America Online, Inc. Initiatives included dial access, internal computing, international, enterprise, and CompuServe

Account Manager (1996 - 1998)

Responsible for selling Cisco networking products into enterprise accounts in D.C., MD and Northern Virginia. Territory included association/non-profit, legal, and labor union vertical markets

- FY'97 revenue quota = \$1.3M, FY'97 revenue production = \$1.5M => 115% of quota
- FY'98 revenue quota = \$4.0M, FY'98 revenue production = \$7.02M => 175% of quota
- FY'98 - Account Manager of the year, #1 in Operation
- FY'99 – On-target to exceed revenue quota of \$40M

Education

Bachelor of Science, Marketing
University of Maryland, College Park

Personal Interests

Golfing, mountain biking, skiing, hiking, riding motorcycles, travelling, family