

# *Earl Langenberg*

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TECHNICAL SALES \* STRATEGIC ACCOUNT DEVELOPMENT \* REVENUE GROWTH

## **HIGHLIGHTS**

- Consistently recognized for meeting and exceeding revenue quotas, performance expectations, and objectives
- Achieved 144% of quota and awarded President's Circle in FY13 at JDSU
- Developed reputation within customer, AT&T, for teaching impactful technician training courses at JDSU
- Generated annual revenue of over \$1.5 million in a new market for Pulse within two years of product launch
- Led Pulse penetration into the security and low-voltage markets via prospecting and networking
- Recognized by customer, Embarq / KGP Logistics, with Supplier-Partner Award of Excellence at Pulse

## **EXPERIENCE**

### ***JDSU – Network & Service Enablement***

***Milpitas, CA***

***Aug 2011 – Jul 2014***

A global industry leader in providing test and measurement solutions that enable telecommunications service providers to install, provision, certify, and maintain performance of their fixed and wireless networks.

Industries: Telecom, Communication Equipment, Network Test Equipment.

### **ACCOUNT MANAGER – AT&T WEST**

Promoted and sold products to major telecom carrier in California/Nevada territory. Focus upon Service Delivery & Assurance (SDA) and Network Infrastructure and Business Services (NIBS) organizations. Also called upon other workgroups (GNFO, Construction, ATS, Mobility, etc.) within AT&T. Delivered technical training classes to technicians and managers in using test tools to troubleshoot and repair broadband service.

- Managed over \$3 million in annual quota
- Trained technicians to improve their accuracy and efficiency in installing and maintaining broadband services, such as U-Verse (xDSL), VoIP, T1/T3, and Ethernet (Electrical and Fiberoptic). Common presentation topics included: Digital Volt/Ohm Meter (DVOM), Capacitive Loop Length, Longitudinal Balance, Time Domain Reflectometry (TDR), Resistive Fault Locating (RFL), DSL synch metrics, HPNA, 802.11 WiFi networking, Wide Band Transmission Impairment Measuring Set (TIMS), DS1, DS3, Ethernet, Fiber Inspection and Cleaning Tools (Compliance to IEC-61300-3-35), Optical Time Domain Reflectometry (OTDR), and following IETF RFC2544, RFC6349, and ITU Y.1564 test methodologies
- Developed productive relationships across various carrier workgroups and personnel levels
- Achieved 144% of quota and awarded JDSU President's Circle in FY13
- Achieved 197% of quota in FY12
- Traveled regularly to customer locations and industry trade shows (approximately 60% travel)

***Nov 2008 – Aug 2011***

Upon Reduction In Force at Pulse, attended trade shows, including SuperComm, CES, E-House Expo, Telco TV, and ISC West. Completed trainings: Cisco Sales Expert Certification (Exam 646-205), EMC Velocity Sales (Consolidate and Backup & Recovery), VMware Sales Professional (VSP4), and VMware Technical Sales Professional (VTSP4) Accreditations. Maintained contact with customer network. Several short-term work projects.

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***Pulse Engineering, Inc. (Excelsus® brand) San Diego, CA Oct 2000 – Nov 2008***

A world-leading manufacturer of electronic components and subassembly designs that support broadband access. The Excelsus® brand is high-quality DSL microfilters, splitters, and diplexers for conventional telephone lines. Industries: Telecom, Communication Equipment, Diversified Electronics, Low-Voltage, and Residential Alarm.

## **SALES MANAGER – TELECOM DIVISION**

Promoted and sold products to major telephone companies, alarm service providers, and distributors in the USA and Canada. Represented company at numerous trade shows and customer education events. Served as the key liaison for Excelsus® customers. Developed new engineering and business opportunities for market penetration.

- Managed over \$10 million in annual revenue quota
- Achieved 90% of quota in 2008 through Oct 2008 (on pace to exceed 100% of quota by year-end)
- Achieved 94% of quota in 2007 and 115% of quota in 2006
- Initiated and nurtured relationships with major telephone companies (approximately 50% travel)
- Directed Beta-trial of DSL Alarm Filter in USA and Canada prior to product launch
- Awarded Supplier-Partner Award of Excellence for 2007 by a major telephone company's logistics group
- Awarded Salesperson of the Quarter Q1-2007

***Byte & Floppy Computers, Inc. San Diego, CA Aug 1995 – Jan 2000***

Independent retailer customizing and delivering top-of-the-line computer solutions to the public, as well as corporate, education, and government agencies. Industries: Information Technology Services, Telecom.

## **CORPORATE SALES MANAGER**

Built and maintained a roster of profitable client relationships with corporate and academic institutions.

- Managed annual revenue stream of over \$1.2 million (individual sales) and team of five salespeople
- Achieved 16% profit margin (exceeded average profit margin for this industry at this time)
- Recognized with Top Sales Person Award – Dec 96, Oct 97, Nov 97, Feb 98, and Mar 98

## **KEY PROFICIENCIES**

- Relationship Development / Account Penetration
- Technical Sales and Revenue Growth
- Consultative selling and crafting win-win solutions

## **TECHNICAL SKILLS**

- Word, Excel, PowerPoint, and Outlook (Microsoft Office) – Advanced
- Salesforce.com Customer Relationship Management (CRM) platform – Advanced
- HTML and Internet Content Management System (Joomla!) - Intermediate

## **EDUCATION**

***Tulane University – Freeman School of Business New Orleans, LA May 2007***

Master Certificate in Business Marketing. Studied core MBA disciplines with an emphasis in Marketing.

***University of Phoenix***

***San Diego, CA June 2000***

Bachelor of Science with dual majors in Business Management and Business Information Systems. Graduated with Honors distinction.