

George A. Borden

Sales and sales management. Experience includes business consultation, business development, contract negotiation and closing selling a wide variety of technology products and solutions. Focus on healthcare, banking, legal, retail and professional services verticals. Highly customer oriented and well-versed in current technological solutions for SMB's and corporate environments.

Specialties:

- Strategic Vision & Planning
- Consultative Sales
- Contract & Vendor Negotiations
- New Market and Business Development
- Staffing, Placement & Team Leadership / Management
- Corporate Budgeting and Finance
- Sales Forecasting
- Project Management
- Business Ownership / P&L

Experience:

- *Digital Signage National Sales Manager*
Black Box Network Services
 - Public Company; 1001-5000 employees; BBOX; Telecommunications industry
 - October 2008 – Present

Black Box Network Services is a leading provider of comprehensive voice communications and data infrastructure solutions. In addition to designing, installing, and maintaining voice and data networks throughout the world, the company offers more than 118,000 networking and infrastructure products including:

 - Cables | Cabinets & Racks | KVM | Digital Signage & Multimedia | Networking Infrastructure Hardware | Datacom | Power | Premise Security | Servers
- *Vice President of Sales*
The Ridgefield Group, Inc.
 - April 1997 – May 2008
- *Account Executive*
WTOV
 - Privately Held; 1001-5000 employees; Broadcast Media industry
 - May 1995 – April 1997
- *Coordinator of Press Business Services*
Franciscan University
 - Educational Institution; 201-500 employees; Higher Education industry
 - August 1992 – May 1995 (2 years 10 months)