

KENNETH B. MCCOPPEN:

BUILDING SUCCESSFUL TEAMS HAS BEEN MR. MCCOPPEN'S TRADEMARK THROUGHOUT HIS CAREER. AFTER AN AWARD ACHIEVING CAREER AS AN EDUCATOR AND COACH ON BOTH THE HIGH SCHOOL AND COLLEGE LEVELS, HE ACCEPTED THE CHALLENGE TO ENTER THE TECHNOLOGY SECTOR. ONE OF THE ORIGINAL SIX TO ROLL-OUT THE TOSHIBA NOTEBOOK LINE. HE WAS AWARDED THE CHAIRMAN'S "TOP GUN" AWARD FOR FOUR CONSECUTIVE YEARS SIGNIFYING THE LEADING SALES/MANAGEMENT EMPLOYEE FOR THE DIVISION. HE WAS THEN RECRUITED OVER TO SAMSUNG WHERE HE WAS SR. DIRECTOR OF SALES AND REPLICATED HIS SUCCESS @TOSHIBA. SEEING THE TELEPHONY MARKET AS THE NEXT EMRGING MARKET HE STARTED A FIRST EVER CHANNEL PARTNERS PROGRAM FOR GTE AND WAS THE NATIONAL DIRECTOR OF BUSINESS DEVELOPMENT. MOST RECENTLY HE HAS UTILIZED HIS VAST RELATIONSHIPS TO WORK WITH ARISTA COMMUNICATIONS AS EX. VP OF SALES AND STAFFED, AIDED IN FUNDING AND IMPLEMENTED A UNIVERSITY AFFINITY PROGRAM SIGNING 54 DIVISION 1 SCHOOLS FOR TELECOM SERVICES.

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Job Experience:

Arista Communications–9/2002–9/2004–Executive VP of Sales–

Raised funding and built organization for a university affinity program selling telecom services to the alumni and athletic booster lists–both residential and business class. Signed on over 50 universities and provide an on-going 5% revenue stream from total monthly participants billing. Utilizing all varieties of services with over 12 providers that were contracted and negotiated. Revenues are now topping 50mm monthly and growing 23% month to month.

Qwest Communications–6/1999–9/2002– VP National Partners Program

Implemented a partner program for all of Qwest's services utilizing a tiered 4 level program and attained 184% of quota–41% above closest other division and also started a federal program as well as an affinity program for colleges, large organizations and unions. Oversaw field sales, field engineers and in-side sales for the national premier partners. Additionally given responsibilities for DSL and Government Partner sales.

GTE–6/1994–7/1999– VP of VAR sales

Started and implemented a first ever partner program combining all GTE services under single billing and call center order/support. Won the presidential Rolex award for top producer in the country and achieved 137% of revenue plan. Assisted in transition of merger with Bell Atlantic to become Verizon and received Chairman's award for promoting harmony and implementation of sales force.

MANTECH INTERNATIONAL–3/1993–5/1994–VP Field Sales/Opps

Started an outside sales force for a large government systems integrator in DC. First in bringing a build to order model system to both government and commercial markets in DC/Mid-Atlantic are. From start-up to \$37mm in first year and finished out with \$210mm in secured federal contracts by second year. Also negotiated and sourced components and monitors for the total integration of units. Division was sold out to EDS at end of second year.

MICRONICS–6/1990–3/1993–Sr. Director Field Sales

Headed up sales for largest motherboard manufacturer and set up national distribution as well as VARS to grow business 39% and lead to buy over by MICRON COMPUTER to sustain their loss in revenue in PC market. Traveled to Taiwan for planning and design input for technology developments for US sales as well.

SAMSUNG AMERICA–6/1986–6/1990–National Director of Sales and Business Development

Responsible for channel, retail, government sales of PC's, monitors, hard drives carrying annual quota of over 500mm. Made Chairman's Club 3 straight years and closed largest deal in company history with Walgreens. for \$57mm.

TOSHIBA AMERICA–6/1982–6/1986–Regional Director/National Director of Channel Sales

Started out first as regional director and made Top Gun Award as well as Presidents Club for exceeding quota and was promoted to National Director for new channel partners program and for first time sold and tracked revenue from Fortune 500 for Toshiba–making them number one in US for market share.

MONTCLAIR STATE COLLEGE/PEQUANNOCK TWSP SCHOOLS, N.J.–1972–1982

Taught and coached at high school and college level–physical education, health, physiology and also coached football, basketball and baseball.

EDUCATION:  
BS & MA degrees