

David P. Lanzi
dlanzi@deltatelephone.com

Objective: Own and operate a communications company that through the use of highly trained and knowledgeable personnel provides results by increasing our customer's profitability and gives them a competitive advantage with the utilization of best of class technologies and services.

Experience: **Delta Telephone & Cabling - July 1993 to Present**

President - Owner

Started the company with the purchase of a small interconnect that had 10 accounts of which 3 were sub-contract accounts. Consistently expanded the company's profitability, capabilities and size over the past ten years from a business telephone system dealer that sold, installed and serviced business phone systems. Using the necessary management and financial skills built the company into a corporation that engineers, sells, services, and installs communications solutions involving wireless technologies, WAN solutions which optimize frame relay and various digital technologies, VoIP solution as well as legacy telephone systems.

Washington Bullets – (Currently Washington Wizards) – 1989 to 1993

Vice President of Sales and Operations

Increased sales of sponsorships and tickets for this NBA basketball team from \$3.5 million in annual sales to over \$15 million in less than 4 years. This increase was the result of creating and managing a sales department and operations team that worked hand in hand with each other and provided the highest of quality in customer service.

Sears Business Systems Center – 1984 - 1989

National Accounts Manager

Started as a local sales representative selling micro-computer solutions to small businesses. Was promoted to regional manager and then to National Accounts Manager due to my successful sales and customer service capabilities. As a National Accounts Manager I was responsible for selling to Fortune 500 companies and the Federal Government for the entire United States.

Friden Alcatel – 1980 – 1984

Sales Representation

Provided solutions for shipping and mail rooms with the sales of postage meters as well as automated shipping equipment. Was the number 2 sales representative in the country my first year and leader in sales for the branch consistently

Education University of Maryland, College Park – B.S. Business Finance – 1982

References Furnished upon Request