

Rocky Rosas

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Rocky started the Systems Engineering function, constructing a business plan that he executed well. As budget permitted, he hired to plan. Highly organized, his leadership style is to clearly state expectations and goals for his team, coach them along the way, and deliver results."

- Executive VP Sales, 2000

"Rocky is well informed and deals from a fact basis. I completely trust that he has researched the information he presents. The Systems Engineering group has learned that Rocky expects this."

- VP National Accounts, 2000

"Rocky is very organized and has a strong technical grounding. His experience in building and running Systems Engineering teams in the past has really helped him. He is not politically motivated and is a team player, which has ensured that many technical people really respect him."

- VP Engineering, 1999



A proven professional with considerable technical and management skills as well as a track record of delivering results. Diversely skilled at Sales Engineering, Technical Marketing, Customer Support, Cross Functional Leadership, and Major Project Implementation.

To Whom it may Concern,

My name is Rocky Rosas and I would like to be considered for either contract consulting or full time job opportunities with your organization. My interests and experience are in the Technical Consulting, Sales Engineering, or Technical Marketing areas. My entire career of 15+ years has been spent in the telecommunications, data networking, and Internet industry. I have considerable technical and leadership experience in the technical sales, product marketing/management, and customer service areas including customer experience in the network service provider, enterprise, government, and channel segments

In my last Sales Engineering position, I helped build and generate 200+ trained and network connected ISP and CLEC channel partners, revenues of \$25M / Qtr., and a subscriber base of 100,000+ in a two year time frame. My experience ranges from the sale, implementation, and support of data and telecommunications network services to embedded hardware and software products including routers, bridges, access concentrators, multiplexors, CSU/DSU's, modems, and SNMP software. In addition, I currently hold an active certification as a cisco certified network associate (CCNA).

As a result of being in senior positions, I was always tapped to work on the largest and most significant business opportunities and projects for the company. I was always engaged in strategic account planning and execution, product strategy, and customer satisfaction efforts. This gave me an opportunity to not only work outwardly with customers and prospects, but to also work closely with other internal departments such as engineering, product management, and operations.

I have attached a copy of my resume for your review and hope that after reviewing my credentials, you will agree that my skills and experience can be very beneficial to your company. I would like the opportunity to discuss them in more detail. Please note that you may also find additional information at my website: http://www.geocities.com/Rocky_Rosas

Thank you for your time and consideration.

Warmest Regards,

Rocky Rosas