

Richard Johnson

117 Green Street
Manhattan, NY 10101
richardjohnson@gmail.com
212-170-2453 (Home)
212-545-3546 (Cell)

OBJECTIVE Senior management leadership position in the technology industry requiring a high energy performer with a demonstrated record of success in software and telecom start-ups.

CAPABILITIES Serial entrepreneur with extensive global experience in sales, marketing, product and general management that is able to formulate strategy and execute effectively. Proven ability to attract talent and build global teams from the ground up and an expert in software and telecom markets. Key member of management teams responsible for building three leading companies with successful exits in the past 13 years.

EXPERIENCE **2006-2008**

VPI SYSTEMS, INC

Senior VP- Worldwide Sales/Sales Engineering (Reporting to CEO)

Responsible for turning around and rebuilding a global sales and engineering organization selling a novel type of Network Planning OSS into Tier 1 and Tier 2 carriers and equipment vendors worldwide. Provided key OSS expertise to management team and instrumental in fundraising and creation of this OSS space.

- Rebuilt organization worldwide and grew orders from \$ 4.5 M in 2005 to a record \$ 27 M over 2006 and 2007. Added BT, Telstra, Verizon, Huawei, Siemens, NEC as customers. Left after steep company expense growth required cost cutting and a dismantling of organization.

2001-2005

ACTIX, LTD., London, England

General Manager – America’s Region (Reporting to CEO)

Responsible for turning around and driving the Americas business, exceeding revenue, profit and cost targets and building a world class team and satisfied customer base at the leading wireless RF optimization software supplier. Expected to help drive global strategy, assist the BoD and provide leadership to achieve a successful exit.

- Delivered exceptional results and exceeded financial targets in every year while turning around a stagnant region and growing the business 90%+ per year from less than \$ 5 M in revenues to \$ 23 M.
- Key part of a senior management team that guided company to a \$ 115 M sale to Summit Partners in 2005.
- Nurtured high level relationships and dominated the market making Actix the defacto standard in its market. Customers included Verizon, Cingular, T-Mobile, Motorola, Lucent, Nokia, Nextel, Telcel, Bell Mobility and TIM.

1998-2001

GRANITE SYSTEMS, Manchester, NH (Now part of Telcordia)

Vice President of Worldwide Sales (Reporting to CEO)

Responsible for all aspects of building and managing a global sales operation for the leading inventory management OSS supplier to telecom service providers. Responsible for building and managing both direct and indirect channels worldwide and achieving 100% YoY and 20% QoQ growth in support of a successful exit.

- Delivered exceptional results while building a world class sales team and sales infrastructure in a start-up scenario. Grew orders from \$ 1 M upon arrival to \$ 34 M in 2000 and a \$ 12 M quarterly run rate in 2001. Added 50 customers and a dozen key partners including Verizon, Global Crossing, Telecom Italia, AT&T Wireless and COLT as well as dozens of Tier 1 and emerging carriers worldwide and partners such as Lucent, Amdocs and Telcordia.
- Hired trained and motivated 30 sales professionals worldwide and opened offices in Miami, Denver, London, France, Italy, Spain and Singapore in support of global growth. Segmented sales force effectively to respond to changing environment and built an excellent global regional management team.
- Built sales processes from the ground up, implemented unique ways of generating and qualifying leads and implemented processes that allowed accurate forecasting and exceeded quarterly revenue targets in 11 out of 12 quarters.
- Effectively supported the private equity fundraising process as well as selection of underwriters and working with research analysts in support of planned IPO. Excellent performance was key to a 22x increase in company valuation in 30 months.

1995-1998

**METRICA, London, England (Acquired by ADC Telecom)
Director of Sales – America’s (Reporting to VP Global Sales & Marketing)**

Responsible for starting up the telecom business for Metrica in the Americas and driving sales of Metrica’s performance management OSS to wireless and wireline carriers in the region.

- Established Metrica as the undisputed leader in its market in the Americas. Grew the business from zero to \$ 10 M in two and a half years in a start-up environment with gross margins approaching 85 %.
- Established and built an aggressive, high energy sales team and roster of partners for the Americas. Successfully assisted in post acquisition integration after the \$ 36 M acquisition by ADC.

1993-1995

**ERICSSON, Lynchburg, VA (Acquired by MA/COM)
Director, Latin American Operations (Reporting to VP- International)**

Responsible for all aspects of Latin American radio system business including sales, marketing, engineering and project management of wireless communication systems aimed at the public safety, utility and industrial markets with full P & L responsibility.

- Turned around a previously unsuccessful region – increased orders from \$ 3 M to \$ 75 M. Increased Ericsson market share in target market from 5% to 50% and turned region profitable in one year.

1983-1992

GE AIRCRAFT IGNITION SYSTEMS/GE AEROSPACE

Various engineering, marketing, product management and sales positions.

EDUCATION

**Bachelor of Science, Chemical Engineering; 1982
University of Massachusetts, Amherst, MA**