

Thomas Chilton

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Specializing in new business development and driving operational excellence

- Skilled as a change agent driving disruptive marketing strategies to improve sales
- Progressive strategy development with clear communication, coaching and effective training to improve team performance
- Highly regarded as a skilled and effective contract/deal negotiator
- Strong oral and written communicator
- Comprehensive experience in technology development including operations, legal, engineering and sales
- Award winning sales performance

Skills

Staff management
P&L Management
Operational Management
Budgeting & Forecasting

Contract Negotiation
Strategic Planning
Major Account Development
Staff Training & Development

Professional Experience

Arkansas Economic Development Commission

Director 2007 to present

Entrepreneurship and Technology Development Director

Governor's agency staff position responsible for recruitment of technology and knowledge-based companies to the State, and promoting the Governor's vision on entrepreneurial development.

Specific responsibilities include:

- Business Development: recruiting, RFP response and incentive development
- Governor's point on Research and Development strategies for State Universities
- Liaison to legislative bodies on technology issues
- Create State's entrepreneur and innovation strategy
- Design technology and innovation incentive programs for business development

Specific accomplishments:

- Co-author of Governor Beebe's 5 year Strategic Plan for Economic Development for the State
- Creation of Innovate Arkansas (State-wide entrepreneurial program)
- Member blue ribbon panel on Accelerate Arkansas (Private sector innovation group)
- Board member Connect-Arkansas to promote broadband state-wide
- Governor Beebe's appointment to Health Information Technology taskforce

Attorney at Law

Attorney 2006

Practicing attorney in the State of Arkansas

CISCO Systems, Inc.

Senior Director 2003 to 2005

Global Service Manager 2000 to 2003

Cisco Systems, Inc. is an industry leader in network products including innovative security and software solutions for IP/Broadband information solutions. Promoted twice, I held two executive positions within Customer Advocacy - Cisco's worldwide field service sales and support organization.

US Service Provider, Senior Director - Business Development

Responsible for strategic business planning and creation of the next generation support model for the United States market achieving Service Sales of over \$300 million annually.

Specific accomplishments in this role include:

- Development of New Services program for five Advanced Technologies -- IP MPLS, Metro Ethernet, Cable Voice, Broad band triple play, Mobile Data
- Creation of new pricing and product warranties
- Development of Consultative Sales Approach training for Professional Services
- Establishment of a SWAT Negotiation team for Service Sales
- Analysis and improvement of best operating practices for delivery of Services
- Responsibility for Field Marketing Communications for Service Provider plans and strategy

US Service Provider, Director - Service Account Management

Responsible for the Service Sales and Support Organization for the largest Service Providers in the US market. Customers included all US Wireless companies, the incumbent US wire line companies, Verizon, Qwest, AT&T and Sprint.

Specific accomplishments in this role include:

- Responsibility for Professional Services and Maintenance Support sales operation of \$380 million annually
- Leadership of five Area Sales Managers with over 30 sales professionals throughout the US Sales team recognized in back to back years (2002 and 2003) as the top worldwide sales team
- Leadership of 3 Support Managers with over 60 support personnel in the US Responsibility for all Professional Support Delivery and driving high customer satisfaction
- Combined team (Sales / Support) supported and maintained over \$6 billion of installed product

Under my leadership, the Sales and Support team was formally recognized for sales excellence and development of numerous innovative support programs. Support included establishing new programs around technologies such as IP Voice, Metro Ethernet, EVDO, IP MPLS, Broadband and new IP wireless technologies.

Alltel Corporation - Little Rock, Arkansas

Director 1997 to 2000

Regional Manager 1994 to 1997

Two other Manager positions 1991 to 1994

Director, Corporate Carrier Administration/Network Development

- Department head with responsibility for the corporate-wide management of all interexchange carriers, including contract negotiations, carrier interconnection agreements
- Network development duties included business case analysis for all network expansion of the ALLTEL interexchange network
- Responsibility for wholesale carrier sales profitability
- \$80 Million operations budget for all carrier services

Regional Manager, Southwest Region

- Sales and Marketing activities for five States of Alltel Wireline, Southwest Region

Education

Juris Doctor - University of Arkansas in Little Rock, 1997; Admitted to the Arkansas Bar in 1997

Bachelor of Science – University of the State of New York

Harding University, Searcy Arkansas

Current Board Positions and Professional Associations

Connect Arkansas Board (Governor appointed since inception)

SkyCom Corporation Board of Directors

Member Arkansas Bar Association

Member American Bar Association

Awards and Honors

Worldwide Director of the Year Award for sales of \$380M (134% of goal)

Awarded at worldwide sales meeting Cisco Systems, Inc. 2003

Support Operations Team of the Year Award for development of an innovative support model

Awarded at worldwide sales meeting Cisco System, Inc. 2004

Support Sales Team of the Year Award – top worldwide sales team

Awarded at worldwide sales meeting Cisco Systems, Inc. 2002 and 2003

Founding Board member of THE NET (The Texas higher educational network)