

## Experienced Technology Executive, Strategist and Sales Leader

As Chief Strategy Officer, John Turner's current responsibilities include business and product development, strategic alliances and mergers & acquisitions. While at USA Datanet, he successfully deployed a SIP based voice network, an Internet Service Provider (ISP) business unit, a collocation and hosting facility and led the selection and deployment of a Next-Generation Packet Telephony Network. Most recently, Mr. Turner was responsible for leading the development and launch of their Hosted IP Services line of business.

Mr. Turner has over 20 years of experience in the areas of voice and data products, networks and hosted application services. He lead teams engaged in network design, VoIP software architecture / development, level 1-3 customer support / engineering, product marketing, development, network and service operations. He has been instrumental in the deployment of leading edge, fully hosted IP PBX/Key Systems solutions including sales and support development.



Prior to USA Datanet, Mr. Turner ran a consulting business and served in senior Sales, Marketing and Engineering roles with and NEC America and Cisco Systems. He spent more than twelve years managing Major Accounts and several \$10+ million dollar projects.

While at NEC he played a lead role in the successful rollout of a nationwide Outsourced-Managed Services program, achieving President's Club recognition five straight years in that capacity. His success led to Director of Marketing of the Education Division quickly became one of the top producing units within the organization under his leadership.

At Cisco, Mr. Turner managed the Service Provider Market in upstate and central New York. His mission was to develop Voice & Data Service Strategies with several prominent CLECs and ISPs. John sponsored two new Cisco Networking Academies and was invited to present at Cisco's Annual World-Wide Sales Meetings.

Mr. Turner has completed a number of sales and leadership certifications and courses while with Cisco and NEC. He attended the University of Rochester and LeMoyne College where he studied business administration.

Mr. Turner has served as an advisor to a number of technology companies, is a Director at USA Datanet and the Boys And Girls Clubs. Mr. Turner is a member of The CASE Roundtable, RIT's Industrial Advisory Council and a frequent guest speaker at Syracuse University and other local professional organizations. He has served on a number of Industry Association Committees and Boards and has lectured about the Telecom industry, specifically the emergence of VoIP and Hosted IP Services.

Mr. Turner is a 14 year Army Veteran, serving with the Signal Corps while on Active Duty and later as a Theater Army Operations & Project Officer with the Reserves. He has served in the US, South America and the Pacific Rim.