

Zalmen Ashkenazi

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President,

- Industry recognized professional with 22 years of experience in telecommunications focusing on revenue assurance, cost optimization and profitability.
- Respected leader of technical teams, back office operations and corporate communications departments. Design and orchestrate network deployment that effectively promotes product growth and profitability.
- Expert in the technical, conceptual and content development of network planning. Proven ability to drive and deliver planned deployment of network interconnects.

Skills

- Network Planning and forecast
- Creative Team Leadership
- Contract Negotiations
- Best cost routing
- New Product Planning & execution
- Technical Development of Training Materials
- Cost audit and analysis

Recent Accomplishments



Professional Experience

Tandem Transit LLC– Brooklyn, NY

CTO , 11/2009 to 12/2013

Directly responsible for defining and executing detailed regular cost and performance analysis and recommendation along the optimization process chain, the functional service units and vendor types.

Selected Accomplishments:

- Identified the network frameworks and requirements, defined and aligned requirements with the corporate efforts and oversaw the system related realization and implementation. Responsible for forecast, negotiation and deployment of Interconnect Networks with other Tandem carriers to establish a facility-based network.
- Deployed a full redundant VoIP network to operate as a TANDEM nationwide.
- Proactively drove the improvement of efficiency and effectiveness of internal provisioning process to deliver timely and fulfill customers' expectation.
- Leveraged strengths in cost-effective network re-design and vendor negotiations to end each year an average of 15% under-budget (without compromising business growth goals). Work directly with finance for monthly Cost of Goods Sold & Margin reporting.

XCHANGE TELECOM CORP – Brooklyn, NY

Vice President, Network Operations, 9/2005 to 11/2009

Developed and implemented plans for UNE-L and CLEC facilities based, for cost reductions, revenue assurance and profitability.

- Audited and groomed voice network to optimize and cut cost by approximately 40%.
- Implemented best cost routing for quality and cost reduction.
- Implemented process and policy surrounding pricing. Responsible for all tariff filings.
- Responsible for all products margin reporting to demonstrate profitability of the various business units. Provided guidance to maximize profitability.
- Build and developed the migration for resale to facilities based.

Vitcom Corporation – New York, NY

CEO , 6/1996 to 6/2003

Advanced through a series of promotions, primarily responsible for company's profitability through detailed product margin reporting, pricing analysis, least cost routing, network planning and contract negotiations.

- Planned and deployed First Voice Over IP network nationwide serviced through 6 switches in the United States. Responsible for least cost routing in a 14-switches fully ubiquitous network (6 in USA, 1 in Canada, 7 in Europe).
- Accountable for all audits/verification of vendor invoices including filing disputes and handling dispute resolutions & settlements.
- Provided detailed margin reporting. All Business units were held responsible for profitable contribution to the growth of the company. The monthly management margin report was an instrumental tool utilized for operations. It provided a comprehensive view of entire business operations.

Boro Tel – New York, NY

President , 2/1992 to 5/1996

Built and developed Payphone Coin operated phones, throughout the city of New York

- Managed a team of installers and repair crew of over 1000 payphones.
- Install over 1000 phones in a period of 16 months.
- Sold with great success

Technology

Software: Equinox, Routing Translation DMS250, DMS500, MetaSwitch, MS Office (Word, Access, Excel, PowerPoint), SMS/800 Database, HP-12C

Education

Untied Talmudical academy – Monroe , NY



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Objective *Senior Management Position in an Industry where I can contribute with my wide experience in sales, consulting, business development in emerging markets and profit developing strategies.*

Professional experience 2013 – To date **Vitcom Corp** Florida
Chief Financial Officer

- Responsible for the Accounting department
- Set up Treasury, budgeting and Cash flow

2009 – To date **TandemTransit LLC** New York
Chief Financial Officer

- Responsible for the Accounting department
- Set up Treasury, budgeting and Cash flow

2005 – 2009 **Fusion Telecom (VoIP Division)** Fort Lauderdale, Florida
Regional Director Latin America, VoIP Division

- Developed and manage Sales and Support channels through models of profit sharing deals, Joint Ventures and Services for Cable operators, ISPs, Private Labels, Resellers and Direct Sales.
- Created VoIP services business models for sales to Ex Pats, Residential, SoHo, Corporate, Call shops, With solutions from Softphones, ATAs and specialized billing services.
- Implemented Call Center VoIP services with an array of solutions from Sip Trunking, Hosted IP PBX and Asterisk options among others, with specialized Call Center requirement features.
- Organized the Latin America division for Sales and Support channels
- Obtained a full Telecommunications License in the Dominican Republic

2004 – 2005 **Fusion Telecom (Carrier Division)** Fort Lauderdale, Florida
Manager Latin America, Business Dev. Carrier Division

- Negotiated Interconnection contracts for Central America, Mexico and Cuba
- Created a business model for corporate sales for VoIP services

2000 – 2004 **Vitcom Corporation** Miami, Florida

Central America and Caribbean Business Development Manager

- Negotiated Interconnection contracts in El Salvador, Guatemala, Nicaragua, Mexico and Cuba
- Negotiated, Implemented and managed POPs in El Salvador, Guatemala, Honduras, Mexico, Haiti, Jamaica, Colombia, Panama
- Personally generated sales of over US\$ 20 Million with profits of over US\$ 4 Million

1996 – 2000 **Omega Group** San Salvador, El Salvador

Chief Operating Officer

Holding company for Computer Sales and services stores in 3 countries

- Responsible for overall market strategy, as well as financial operations of the group.
- Responsible for international operations in Honduras, Guatemala and El Salvador
- Sales of US\$ 11 Million per year

1984 – 1996 **Omega Electrónica** San Salvador, El Salvador

General Manager

Company dedicated to the sale of computer hardware, software, service contracts and training.

- Founder of the company
- Created specialized divisions for Networking, Microsoft Certified Training, Government Sales, Retail and Corporate Sales Divisions (75 employees)
- Negotiated distribution for IBM, Compaq, Acer, Microsoft, Novell
- Sales of US\$ 7 Million per year

1983 – 1984 **Omega Electrónica** Guatemala, Guatemala

Sales Manager

- Co-founder of the company
- Responsible for sales of Personal Computers division

1982 -1983 **Omega Data Center** Guatemala, Guatemala

Sales Manager

- Co-Founder of the company
- Responsible for sales of Data Processing Services

Education

1978-1982 **University Of Southern Mississippi** Hattiesburg, MS

BS Business Administration