



## NATHAN JONES

*SageNet, Architectural Sales Engineer*



Nathan Jones is passionate about all things Sales and Engineering. He possesses vast knowledge on a wide range of telecommunications equipment/applications and has unique insight into helping customers create networking solutions thanks to his experience in every step of the process – from sales, design and engineering to project management.

### Previous Experience

#### Outside Senior Account Manager, Lumen Technologies

- At this national network and managed services provider, Nathan was responsible for leading solution development efforts, working with customers and coordinating a joint company-strategic account planning process.

#### Strategic Account Manager/Senior Inside Relationship Manager, CenturyLink

- Nathan gained extensive experience at CenturyLink building strong customer relationships, assessing product fit and expanding product portfolio to meet customers' needs.

#### Sales Engineer, Level 3 Communications

- At Level 3, Nathan was responsible for selling services and providing technical support to customers. He helped clients define specifications and requirements, developed solutions and provided technology presentations to both technical and management-level audiences.

### Topics Nathan can speak on

- VOIP services
- Networking installation, design and processes
- Process and policy solutions and design
- Project management
- Cisco
- Meraki

### Awards

Nathan received the COE (Circle of Excellence) award from CenturyLink in 2020, which recognizes and rewards an elite group of top-performing sales reps.



## About SageNet

SageNet is passionate about trusted connections. The company believes that by creating, discovering and nurturing trusted connections with its customers, associates and community, SageNet enhances the world that connects us all.

As a leader in managed network and cybersecurity services, SageNet connects, manages and protects technologies and devices across the enterprise. The company offers world-class service and support via its three US-based 24/7 Network Operations Centers (NOCs) and Security Operations Centers (SOCs), geographically-diverse teleports, a central National Logistics Center, multiple data centers, and a nationwide field service organization.

With a three-decade track record in managed services, SageNet boasts a long-term customer base that includes the nation's largest retail, healthcare, financial, utilities and energy organizations. SageNet manages communications at more than 220,000 endpoints. Headquartered in Tulsa, SageNet has regional offices in Atlanta, Chicago, Philadelphia, Toronto and Washington, D.C.

*Networking is at the core of anything we do dealing with customers – you have to have connectivity. The equipment and everything else grows from that on a step-by-step basis. Even from SageNet's perspective as a Managed Services provider, it's still true and always will be. The networking is a fundamental for everything you do in telecom. We support that and help customers grow with that as the foundation.*

**Nathan Jones**

*SageNet, Architectural Sales Engineer*

**To schedule an interview, please contact:**

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