



CRAIG TALBOT

SageNet, Senior Vice President of Enterprise Sales

Craig Talbot is a customer-focused sales executive experienced in high-level relationship management, account penetration and channel development. He has proven experience overseeing enterprise clients and sales in the managed network services sector, leading a sales team that is responsible for selling large enterprise customers on services to improve their operations and bottom line.

Previous Experience

Spacenet, Vice President of Sales

- At Spacenet, Craig oversaw the company's sales, market growth and customer relationship management initiatives. He was instrumental in the process of repositioning Spacenet from a satellite only provider to a managed network services provider, by rebuilding the sales team with industry veterans focused on key verticals. In leading this effort, Craig was able to quickly transition many of Spacenet's existing customers onto other forms of communication, as well as broaden the portfolio of value-added services provided to each. The result was not only increased sales, but also increased market awareness. Spacenet was acquired by SageNet in 2014.

CICAT Networks, Vice President of Sales

- Craig increased revenue at CICAT by more than 1,000 percent over a nine-year period, successfully rebuilding CICAT as a network services provider. He also helped negotiate the company's successful merger with Spacenet in 2011.

Topics Craig can speak on

- Executive Communication
- Channel Development
- Strategic Planning with Managed Network Services customers
- Contract Negotiation
- Sales Management
- Enterprise Account Targeting and Development
- Team Mentoring/Training

Craig has extensive expertise in the following industries

- QSR
- Financial
- Traditional retail
- C-stores





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.

The Managed Network Services industry has definitely become more competitive.

As much as broadband is now considered a commodity, we try to help our customers by making sure they get the best possible speed at the best possible price – and then help them manage the firewall, as well as the myriad of other devices on the network. Regardless of who a customer chooses for large-scale broadband network deployments, there will be challenges along the way. It's how SageNet responds to these challenges that sets us apart. We build trusted connections with our customers that are proven over decades of service to them.

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*Senior Vice President of Enterprise Sales
SageNet*

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