

## Profile and Career Overview

An energetic, self-motivated, entrepreneurially spirited, a definite people person and a market aware sales professional. Success driven, accustomed to growing new business with a real ability to organise people into team working locally, and at a distance. Respected for excellent sales, leadership skills and marketing interest. Accustomed to working at C Level, gaining trust and respect with an eye for brokering relationships with partners, prospective end user customers and procurement organisations.

Steve looks forward to becoming a valued asset and working in a Consultative Business Development role, receiving further returns from the relationship investments made over several successful years working within the Commercial and Public Sectors.



**2002-2011**  
**UK Defence BDM**  
**Head of UK PS Sales**  
**MOD Security Cleared**  
**Co/ Founder Secure**  
**VTC Forum**  
**OTE+**





**Steve Ingaglia**




**1996-2002**  
**Head of UK PS Sales**  
**Regional Mgr-**  
**-Commercial Sales**  
**Senior Sales Consult**  
**Key Govt Frameworks**  
**1000+ line wins**  
**Multi-Site Voice**  
**Multi-Floor Cordless**

Steve has over 25 year's continuous sales management and direct sales experience, winning numerous awards for high performance. Gaining a wealth of experience and training; working with some major manufacturers of communications technology solutions, and enjoying the challenge of new technologies and changing markets.

Steve's unique recent focus has been on developing the UK Defence Sector and as a measure of his success; TANDBERG is now the VTC brand of choice of the MOD globally. Steve is also a key Founder and Host of the Government Secure VTC Forum.

**Specialties:** Design and sales team leadership, ensuring customer requirements are met and business value delivered. Generating new business and growing revenue from existing accounts.

1995 1996		<b>Senior Consultant Commercial Sales</b>	<b>270K+m<sup>2</sup> Site Cordless Solution Win</b>
1993 1995		<b>Corporate Sales Consultant</b>	<b>300+ cellular Churn - Hotel Group Sold 1st Orange Connection</b>
1987 1993		<b>Area Manager Commercial Sales</b> <b>Major Accounts Sales</b>	<b>Skill Masters Award</b> <b>Commanders and Masters Awards</b>
1985 1986		<b>Whole Time Fire Fighter</b>	<b>1st Place BA Course</b>
1976 1985		<b>"Sergeant Ingaglia is a quiet and reserved man who asserts his authority without fuss. He should prove a considerable asset to any future employer". Lieutenant Colonel CO</b>	

Complete career history details of responsibilities and achievements are available on request.

**LinkedIn** References available at: <http://uk.linkedin.com/pub/steve-ingaglia/6/749/542>

**Jones Consulting Europe Ltd. The Clock Tower, Norton Manor, Norton, Presteigne**

☎ +44 7734 035135      ✉ [steveingaglia@jonesconsultingeurope.co.uk](mailto:steveingaglia@jonesconsultingeurope.co.uk)