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Troy Downs

Regional Sales Manager at The Siemon Company
Houston, Texas Area | Information Technology and Services

Current The Siemon Company
Previous Pollock Summit Electric, LanTel Communications, ACS Dataline
Education The University of Texas at Austin

Connect

345 connections

<https://www.linkedin.com/in/troy-downs-b36a935>

Background

Summary

My experience includes project design, implementation, and support. Extensive successes in sales in both products and services. Management experience of operations and sales.

My professional outlook is providing value to each client. I aim to be an impartial, realistic information source for every potential customer, and help them obtain the best value.

Specialties: Infrastructure design; budgeting; evaluation of products; communications, mediations, negotiations; project and installation review; specifications and proposal responses.

Experience

Level 2 Regional Sales Mgr.

The Siemon Company
September 2002 – Present (13 years 8 months)



Sales (new and legacy accounts); channel and logistics support; contractor training and support; support corporate sales objectives.

3 recommendations, including:



Ann Johnson
Customer Service at Appliance Doctors, ...

Troy is a true gentleman who is very organized and detail oriented. Working with Troy was a real pleasure as he always... [View](#)



Kevin Doukas
Project Manager at Wells Fargo

Troy has always shown the will to do whatever is required to satisfy his customers and that was very apparent during our... [View](#)

[1 more recommendation](#)

Sales Manager

Pollock Summit Electric
September 2001 – February 2002 (6 months)

Sales & support for infrastructure cabling projects, including design and estimation. Awarded largest cabling project to date for VDV group (~\$500K) within 3 months of employment.

Sr. Account Manager

LanTel Communications
May 1999 – September 2001 (2 years 5 months)

Sales, account management, new business. Produced 1/3 of total revenues for CY2000, 1/2 of CY2001 revenue.



People Also Viewed



Denny Rodman
Senior Account Manager at Electra Link, Inc.



Renee Vaillancourt
Regional Sales Manager at The Siemon Company



Bruce Hoffmeister
Bus Driver at SALEM-KEIZER SCHOOL DIST.



Bruce Hoffmeister
Vice President at Wachovia



Kevin Johnson
Retired at retired



Jennifer Hauser
Operations



Robert Carlson
VP of Global Marketing at Siemon



Srinivasan Govindarajan
Sales Manager 3 Ph UPS at APC-MGE



Linda Habermas
Territory Manger at Shaw Industries



Brian Farrell
Internal SMB Account Manager

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Business Services Try Premium for free

Branch Manager for Dallas, TX office.

Project Design/Estimation

Electra Link

1990 – 1997 (7 years)

Technical sales; design/cost estimation of infrastructure cabling projects; account management and support.



Skills

Top Skills

- 45 Telecommunications
- 38 Account Management
- 30 New Business Development
- 28 Solution Selling
- 27 Data Center
- 17 Sales Management
- 17 Managed Services
- 15 VoIP
- 14 Direct Sales
- 12 Sales

Troy also knows about...

- 11 Cabling
- 10 Channel Partners
- 9 Negotiation
- 8 Integration
- 7 Team Leadership
- 6 Troubleshooting
- 6 Optical Fiber
- 6 Security
- 6 Leadership
- 4 Budgets
- 4 Contract Negotiation
- 4 Project Management
- 3 Project Planning
- 3 Strategic Planning
- 3 Unified Communications
- [See 11+](#)



Education

The University of Texas at Austin

Electrical and Electronics Engineering

1979 – 1982

Additional Info

• Interests

Time with family, especially outdoors, hunting and fishing, auto racing (NASCAR), P90X (Bring It!!!)





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Additional Honors & Awards

2003 - Siemon Regional Sales Manager of the Year (domestic)

2008 - Siemon Chairman's Award (top sales manager globally)

Recommendations

Given (6)



Sherri Crist, RTPM

Project Manager

“ Sherri has provided exemplary support to the Texas Medical Center's largest facilities. Her attention to detail and customer service has elevated her company's status to the highest level. I highly recommended Sherri for her knowledge, capabilities, and experience.

May 31, 2011, Troy was with another company when working with Sherri at MCA Communications, Inc.



Kristen LaRue

Quotation Administrator

“ Kristen provided tremendous support to my efforts in competitive sales opportunities. She provided accurate information under timeline pressure, helping double territory revenues in a short period of time. She took on many difficult tasks, and understood what it takes to get things done. Kristen is a valuable asset to anyone needing a quality team member!

May 27, 2011, Troy worked with Kristen at The Siemon Company



Krystle Finke

Quotes Administrator

“ Krystle provided tremendous support to my efforts in competitive sales opportunities. Her efforts to provide timely and accurate information under timeline pressure helped double territory revenues in a short period of time. She took on many difficult tasks, understood goal parameters, and understood what it takes to get things done. Krystle will be a valuable asset to... **more**

March 19, 2011, Troy worked with Krystle at The Siemon Company



Ann Johnson

Quote Administrator

“ Ann performed exceptionally well in her role as Quotes Administrator. The requests made of her to support sales were often to make up for shortcomings by the sales staff, and she was always willing to help out and put the best light on any situation. Ann worked with the highest degree of quality, accuracy, and dependability, all the while maintaining a great attitude. I... **more**

August 28, 2009, Troy worked with Ann at The Siemon Company



Ronald Leger, RCDD/OSP/ESS/RTPM

Chief Estimating Engineer / Division Manager

“ Ron provides a level of knowledge and skills to all his clients that is unsurpassed; some call him their "guru" of infrastructure knowledge. Ron places his clients' interests first, and develops solutions that provide the best overall value. I recommend Ron for infrastructure design services without hesitation.

May 30, 2009, Troy was with another company when working with Ronald at MCA Communications, Inc.

[See More](#)

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