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SEAN R. REARDON, MAYOR NEWBURYPORT, MA

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978-465-4413 PHONE  
MAYOR@CITYOFNEWBURYPORT.COM

To: President and Members of the  
City Council

From: Sean R. Reardon, Mayor

Date: May 22, 2023

Subject: Appointment

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I hereby appoint, subject to your approval the following named individual as an alternate member of the Historical Commission. This term will expire on June 1, 2026.

Edward Noymer  
8 Lucey Drive  
Newburyport, MA 01950

Hello Christine,

I am interested in serving the City of Newburyport and volunteering to fill an appropriate vacancy on one of the city's boards and committees, following up the article that I saw in The Daily News.

I moved to Newburyport within the past year and retired from a successful sales career, and I now have the time and energy to give back. My resume is attached.

Prior to retirement, my schedule was full while raising two daughters, spending 10 years caring for two elderly parents, and a career that required business travel.

My roles in sales and sales management involved complex solutions, being part of virtual teams, and managing alliance partners. I highlight this in order to emphasize my ability to focus on customers, to work with teams, and to lead small groups.

Thank you for your consideration and I look forward to scheduling time to meet in order to further discuss the City's boards and committees and how I can help.

Sincerely,

Ed Noymer

M 978-361-7830

# EDWARD NOYMER

(978) 361-7830 ♦ Newburyport, MA 01950 ♦ ednoymer@gmail.com ♦ www.linkedin.com/in/ednoymer/

## ACCOUNT MANAGER

Accomplished sales professional that excels at selling contact center applications and complex IT solutions and Services. Demonstrated success covering a large territory, selling into multiple vertical markets and leading new product introductions. Proficient in leading the development of new and custom applications. Skilled at building relationships with decision makers and presenting to executives. Expertise in complex and multi-vendor environments.

### KEY COMPETENCIES

- Developing executive relationships
- Utilizing consultative sales skills
- Working with alliance partners
- Negotiating agreements
- Introducing new offerings to market
- Managing relationships at all Levels
- Leading complex opportunities
- Guiding internal resources

## PROFESSIONAL EXPERIENCE

**Avaya, Inc. – Andover, MA**

**2017 – 2018**

### Senior Account Manager

Sold Avaya Professional Services for Unified Communications and Contact Center Solutions in New England and New York. Partnered with Channels, Account Managers and Sales Engineers to qualify, define and deliver professional services, including discovery sessions, installation and custom application development.

Collaborated with delivery teams to develop and present Statement of Work (SOWs).

- Closed third largest professional services deal for Avaya North America in Q1 for \$500K.
- Increased region bookings for custom Professional Services for Contact Center and UC by 50%.
- Developed \$8 Million pipeline of all Professional Services including packages and security services.
- Managed multiple third-parties to close business in order to meet customer requirements.

**Sonus Networks – Westford, MA**

**2014 – 2016**

### Senior Account Manager

Developed and managed enterprise sales directly and through channel partners in the east region with a practice or concentration in, Unified Communications, Contact Center, and SIP Trunking. Led channel and enterprise sales for Session Border Controllers (SBCs), which provided security and interoperability. Directed joint sales activities with partners. Engaged in direct positioning products and solutions with end user customers in multiple vertical markets.

- Increased east region revenue generating fivefold; achieved 108% of quota.
- Recruited and developed six new channels into consistent revenue generating partners.
- Negotiated and signed agreements with three of the major DMR's, turning them into revenue generating relationships.
- Launched one national channel to revenue generating state with full accreditation.
- Sold first enterprise Monitoring as a Service (MaaS) customer.

**Verizon Enterprise Solutions – Andover, MA**

**2013 – 2014**

### Senior Client Executive

Sold Verizon Enterprise Solutions offerings consisting of Network, Cloud, Security Services, Contact Center, and Unified Communications.

- Achieved 105% of quota.
- Closed deal for new Fiber Network for with major health insurance company.
- Expanded MPLS network for leading multi-site medical practice.
- Renewed multi-year contract for Security Services contract with a multinational pharmaceutical.

**AudioCodes – Marlboro, MA**

**2005 – 2013**

**Enterprise Account Manager, 2009- 2013**

Managed direct and channel sales in the east for media gateway and SBC products along with associated professional services. Recruited and managed channel partners. Conducted high touch direct sales. Initiated and managed regional alliance with Microsoft and Genesys to develop pipeline and close business for unified communications and contact center solutions.

- Recruited and developed nine new revenue producing channel partners.
- Achieved 128% of quota in 2012.
- Collaborated with HP and Microsoft to close largest deal for Lync deployment, valued at \$800K.
- Developed and secured the first major contact center win at Ticketmaster with Genesys.
- Achieved 110% of quota by generating more than \$5M sales to enterprise customers in the Eastern Region in 2010.
- Closed first customer for Network Readiness Assessment as a professional service offering in 2012 that launched a new offer and revenue stream.

**OEM Account Manager, 2005 - 2009**

Pursued and developed new accounts as design wins, managed existing accounts, penetrated and grew existing accounts with new products.

- Managed largest CPE OEM customer by doubling revenue to \$3M, increased product SKU's 30%.
- Initiated Interactive Intelligence IP PBX relationship, resulting in revenue of \$1M.
- Design win with Aspect, including private labeling multiple configurations, peaking at \$750K annually.
- Exceeded quota each year; annual quota range \$4.1M – \$4.6M.

**Excel Switching – Andover, MA**

**2003 – 2005**

**Sales Director**

Sold open service platforms deployed as differentiated media gateways, media servers, and signaling servers for service providers as an enhance service platform. Managed direct and channel sales to Service Providers, ASP's and Application Developer / VARs.

- Closed three new design account wins in first 12 months, leading North American sales in new business.
- Achieved 105% quota objective during 2004.
- Generated \$1.8 million in revenue in 2003.

**PRIOR RELEVANT CAREER HISTORY**

**Cisco Systems – Chelmsford, MA**

Account Manager

**EDUCATION**

Bachelor of Science - Business and Economics

Lehigh University