

Victor Schabes

Associate Advisor

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Victor Schabes has over 20 years of Business Development, Marketing and Sales Management experience, the last 13 of which were spent in leadership roles at a variety of small and large companies in the Technology and Communications sector.

Victor led the infrastructure sales force for a small NYC based Systems and Software Integrator. Prior to that position, Victor spent 5 years with AT&T leading a Global Services account team, responsible for maintaining and growing \$25 Million in client services sales. Victor also led the Eastern US Channel sales group for Qwest Communications. Prior to his service with Qwest, Victor led the Channel and Direct sales organization for TTI National, at the time Wiltel/Worldcom's largest re-seller. During Victor's tenure with the company, TTI National was acquired by Worldcom and today is a wholly owned subsidiary of Verizon Business.

Victor holds a BBA from Baruch College of CUNY. In addition, Victor has gained accreditation from a variety of organizations such as, AT&T Consultant Liaison Program, Bell Atlantic Fast Packet Program in addition to such Sales Management organizations as Huthwaite, BayGroup International and Holden International.