

# **Victor Antonio**

**Chief Sales Officer at Sales Influence**

Alpharetta, GA, US

Sales Influence - Finding the Why in (How Clients)

Buy

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## **Description**

BSEE, MBA

Current:

VP Sales & Market Development @ Accedian Networks (Carrier Ethernet Market)

Past:

CEO @ Force, Inc. (Satellite Video Transports)

Pres. of Sales & Marketing @ New World Network (Fiber Optic Access & Transport)

VP of Int'l Sales @ ADC Telecommunications (Broadband Access Platforms)

Product Manager @ ADC Telecommunications (Network Mgmt System & Software)

Director of Sales @ Trident Micro Systems (Wireless Trunking Controllers)

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## **Availability**

Keynote, Workshop, Author Appearance

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## **Industry Expertise**

Telecommunications

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## **Affiliations**

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## **Sample Talks**

**Sales Influence: Finding the Why in (How Clients) Buy**

Buying modes and behaviors have changed dramatically over the last decade. New strategies and tactics are needed to engage, influence and persuade today's smart client. Based on research in the consumer behavior area, this innovative discussion will help you as a salesperson (or leader) close more deals (or get buy in).

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## **Education**

**Illinois Institute of Technology**

Electrical Engineering BS

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