

# Bob Ermey

(956) 364-1745

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## *Professional Summary*

I have 28 years of management, facilitation, negotiation, process improvement and consulting experience in the Telecommunication industry. My professional background includes management of skilled craft employees and first and second level management teams, safety/environmental compliance, industry relations, network support, process implementation, research and support. I am seeking a position where I can maximize my significant management, quality assurance, training, customer service and safety/environmental experience to add value to the company.

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## *Accomplishments*

- Chosen to represent the President of Southwestern Bell Communications (SBC) on the Federal Communications Commission (FCC) Compliance Committee - 2000
  - Served as Chairperson of Network Interconnection Team (NIT) Committee for the five state SBC territories - 1998
  - Obtained an Asbestos Abatement License to aid in environmental safety reviews and asbestos testing - 1988
  - Served as President Metro Oklahoma City Pioneer Council (SBC employees) - 1994
  - Served as President of Oklahoma County Literacy Coalition - 1994
  - Served as Vice President and Board Member Harlingen Country Club - 2008
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## *Core Competencies*

Team Building, Coaching and Mentoring	Safety/Environmental Evaluation and Compliance	Ability to Coordinate with all levels of Management
Contract Negotiation	Facilitation/Negotiation Skills	Supervisory Management
Budget Management	Legal and Regulatory Risk Management	Physical Facility Management
Telecommunications Experience	Sales and Customer Service	Development of Methods and Procedures

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## *Experience*

### **Golf Ala Cart**

#### **Vice President/Owner**

**2008 – 2010**

- Responsible for developing successful sales strategy and implementation for golf cart sales company with annual sales of \$3,000,000
- Provided management of sales and service departments
- Managed warranty work and coordinated with Ingersol Rand/Club Car management team

### **Cingular Wireless**

#### **Area Real Estate Manager - Harlingen, TX**

**2003 – 2005**

- Responsible for the maintenance of 17 Retail Stores, TPC Bldg, and 20 plus Kiosk facilities
- Coordinate with landlords and Cingular Wireless' lease management group for lease renewals, new locations and remodels, future options for the site and construction work of the new stores and remodels

#### **Purchasing Manager– Atlanta, GA**

**2002 – 2003**

- Administered Joint Venture Agreement between Cingular and its parent companies Bell South and SBC
  - Negotiated service contracts with SBC Long Distance to reduce Cingular Wireless' expenses by \$1M in 2002
  - Negotiated Network long distance service agreements which increased revenue by \$2M in 2002
  - Led coordination talks between Cingular network groups to successfully develop a new nationwide data network
  - Negotiated roaming and joint switch service agreements with other wireless carriers
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## **SBC Telecom, Inc. – Dallas, TX**

### **Director Interconnection Research & Support**

**2000 - 2000**

- Established, managed and lead a new group responsible for reviewing and coordinating with state and federal regulatory agencies concerning Interconnection Agreements between Competitive Local Exchange Companies (CLEC) and the Regional Bell Operating Companies
- Developed tracking methods and was responsible for reporting SBC/AIT Merger Conditions for SBC Telecom's compliance
- Chosen to represent the President of SBC Telecom on the FCC Compliance Committee
- Coordinated with legal and regulatory groups to ensure SBC Telecom utilization of various state and local rulings

### **Area Manager Interconnection Planning**

**1999 - 2000**

- Responsible for reciprocal compensation and interconnection contract language for the Interconnection Agreements with the regional SBC operating companies
- Coordinated with the network, legal, negotiators, state public commissions and other groups to ensure proper language and stipulations for the Interconnection Agreements
- Provided training to the negotiators for the network interconnection

## **Southwestern Bell Telephone Company**

### **Area Manager Interconnection Implementation – Dallas, TX**

**1997 - 1999**

- Responsible for timely and efficient implementation of CLEC Interconnection agreements for the five state region
- Responsible for ensuring compliance and parity per the signed CLEC agreements dealing with Interconnection, Resale and Unbundled Elements
- Chairperson of the Network Interconnection Team (NIT) Committee

### **Manager Trunk Integration Record Keeping System (TIRKS) Support/Customer Services - Oklahoma City, OK and St. Louis, MO**

**1993 – 1997**

- Research, developed, wrote and issued method and procedures to all market areas
- Served as Chairperson of the Circuit Provisioning Task Force (CPTF) committee
- Supervised four Circuit Design Clerks
- Served as Chairperson for the Inter-Department Carrier Mechanization Task Force. Duties include organizing, documenting and coordinating with various departments, Bellcore and other regional SBC operating companies

### **Industry Relations Managers – ICCS/Customer Services – Oklahoma City, OK**

**1988 – 1993**

- Conducted annual surcharge reviews for the IntraLATA Toll Pool.
- Duties included scheduling, coordinating and negotiating with 13 independent telephone companies in Oklahoma
- Developed trend analysis reports to track telephone traffic use for the 13 Companies assigned to me

### **Manager-Safety/Network - Oklahoma City, OK**

**1986 - 1988**

- Scheduled and conducted safety/environmental reviews for all SBC locations in Oklahoma.
- Duties included evaluating potential hazards and provide guidance to the work groups to ensure a safe and healthy work place

**I served in varying management positions with Southwestern Bell during 1973-1986, where I managed, trained and mentored union craft employees.**

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### ***Specialized Training***

- **Financial Management**
- **Management Career Development**
- **Managing Professional Growth**
- **Planning and Organizing**
- **Communispond Effective Presentation Skills**
- **Microsoft Office including Excel, WORD, PowerPoint and Access**

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### ***Education***

**Southeastern State College, Durant, Oklahoma**

**Oklahoma City Community College, Oklahoma City, Oklahoma**