

AUSTIN WANG

HOMETOWN	Andover, Massachusetts
CURRENT RESIDENCE	Summit, New Jersey
EDUCATION	Boston University - BA Economics
PROFESSIONAL CAREER	<ul style="list-style-type: none"> ▪ Integrated Management Services - Senior Consultant ▪ ATT - Account Executive ▪ Verizon Business- Senior Account Manager ▪ Intermedia Communications - National Account Manager ▪ Winstar Communications - Major Account Manager ▪ The Bank of New York - Vice President ▪ Wells Fargo Bank - Sales Manager

BIOGRAPHY

IMS EXPERIENCE	<p>Senior Consultant. Having joined IMS from ATT and the telecommunications industry, Austin brought with him many years of experience working with numerous and various technology firms. This experience has proven valuable as IMS has utilized strong vendor management to successfully execute many projects.</p>
PREVIOUS EXPERIENCE	<p>Austin began his career in corporate finance, working at Wells Fargo Bank in San Francisco for several years. He moved to New York City and continued in finance at The Bank of New York, where his team focused business efforts on start up technology firms. After financing Winstar, a career transition occurred and Austin was hired to help start the national sales effort at Winstar, and thus began his IT career. Having a childhood surrounded by technology research and development helped expedite the learning curve. The eleven years, prior to joining IMS, have been in the telecommunications industry, with over six years at Verizon. In the telecommunications industry Austin worked primarily with global clients and fortune 500 firms. Those years provided a broad range of experience with many different technology vendors.</p>
EXPERTISE	<ul style="list-style-type: none"> ▪ Voice and Data Networking ▪ Technology trends ▪ Vendor Management ▪ Client relationship and Account Management