

Senior sales leader with 20+ years at Verizon and 15+ years leading sales teams. Leads a 100+ person business sales organization across six Mountain West states: 19 consecutive months of year-over-year growth, including 10 straight record-breaking months. Built on one belief: teams that like showing up win more.

19

CONSECUTIVE MONTHS OF
YEAR-OVER-YEAR GROWTH

10

STRAIGHT RECORD-
BREAKING MONTHS

100+

PEOPLE IN THE
ORGANIZATION HE LEADS

6

MOUNTAIN WEST
STATES IN THE
TERRITORY

Multi-state sales leadership

Leading leaders

Enterprise & public sector

Small & mid-size business

IoT / M2M

Security, cloud & video

Culture & engagement

Executive negotiation

EXPERIENCE

Verizon

OCT 2004 - PRESENT • 20+ YEARS • 10 ROLES

• Senior Director, Business Sales

Dec 2023 - Present

DENVER, CO

Leads the Mountain West business sales organization: 100+ people across Colorado, Utah, Arizona, Nevada, Wyoming and Montana.

- Owns business sales results for a six-state territory spanning enterprise, public sector and small business customers.
- Leads leaders: directors and managers who in turn lead the account teams in market.
- 19 consecutive months of year-over-year growth, including 10 straight record-breaking months: a year of records, then lapped them.

• Director, Business Sales

Mar 2023 - Dec 2023

DENVER, CO

Moved to Denver to lead business sales, earning promotion to Senior Director within ten months.

• Associate Director, Business Sales

Feb 2016 - Mar 2023

PORTLAND, OR

Led business sales for all of Oregon and Eastern Washington.

- Grew the portfolio beyond mobile voice and data into M2M/IoT, cloud, security and video solutions.
- Seven years steering the region's business accounts through the shift from phones to networks.

• Associate Director, Government Accounts

Oct 2014 - Feb 2016

PORTLAND, OR

Led government accounts across Oregon and Southwest Washington.

- Owned public outreach: sponsorships, crisis response and community engagement.

EDUCATION

Bellevue University

MBA, Business Management

2017 - 2021

Montana State University

Billings

Undergraduate coursework

1995 - 1996

CERTIFICATIONS

Negotiations for Senior

Executives

Harvard Business School • 2013

Axiom Sales Certification

Axiom Sales Kinetics • 2012

SERVICE

Volunteer Champion

Verizon Business

2019 - Present

Volunteer

Habitat for Humanity of

Greater Portland

2011 - Present



SCAN FOR THE
FULL STORY
[CAMVOGT.COM](https://camvogt.com)

- **Manager, Business & Government Sales** Jun 2012 – Aug 2014
PORTLAND, OR
Led small-business and government sales for the Portland market.
 - Built partnerships that put technology to work on customers' productivity and bottom line.
- **Manager, Government Sales** Apr 2011 – Jun 2012
PORTLAND, OR
Moved five of Oregon's top six government agencies to Verizon Wireless.
 - Won on network strength, disaster-recovery readiness and service.
 - Introduced M2M for vehicle location, remote monitoring and backup.
- **Manager, Business Sales** Sep 2009 – Apr 2011
PORTLAND, OR
Led six account executives serving 5 to 500 employee companies across central and southern Oregon.
- **Manager, Business Sales** Apr 2007 – Sep 2009
BELLEVUE, WA
First leadership role: small and mid-size business sales for the Bellevue market.
- **Business Account Executive** May 2006 – Apr 2007
SEATTLE, WA
Opened new business in downtown Seattle as smartphones and aircards went mainstream.
- **Retail Sales Representative** Oct 2004 – Apr 2006
PORTLAND, OR
Started on the retail floor in the BlackBerry era. Named to Winners Circle in each of his first two years.

Power Service of Montana

JUL 2001 – AUG 2004

- **Regional Sales Manager** Jul 2001 – Aug 2004
BILLINGS, MT
Sold industrial pumps, compressors and blower packages to mines, power plants and refineries.
 - Managed 125 accounts and prospected 100 more across the Montana territory.
 - Ran proposals, vendor pricing and warehouse inventory.