

Blair Frock

Experienced Financial and Sales Executive

Experience

Director of National Indirect Distribution at Sprint Nextel

August 1997 - Present (18 years 5 months)

Finance at VF corp

1992 - 1997 (5 years)

Skills & Expertise

Wireless

Sales Management

Sales Operations

Solution Selling

Telecommunications

Direct Sales

Account Management

Channel

Business Development

Salesforce.com

Team Leadership

Strategic Partnerships

Channel Partners

Forecasting

Customer Experience

Customer Retention

Cross-functional Team Leadership

Product Marketing

Sales Process

Leadership

Strategy

Managed Services

Sales

Product Management

P&L Management

Customer Satisfaction

Selling

B2B

Mobile Devices

Competitive Analysis

Management

Sales Presentations
Vendor Management
Business Strategy
CRM

Education

Rockhurst University

MBA, Finance, 1994 - 1996

University of Missouri-Columbia

Master of Science (MS), Industrial Engineering, 1981 - 1985

Blair Frock

Experienced Financial and Sales Executive



[Contact Blair on LinkedIn](#)