



# William F. Traylor

Technical Sales Director – Public Sector (Government / Education)

William F. Traylor currently serves as Technical Sales Director, where he is responsible for leading team's focused on the Southeast Texas Government / Education space within AT&T's Business Solutions organization. His responsibilities are revenue centered, on a \$100 million portion of the regions business - including all business development, sales, engineering, and technology services design for a portfolio of local, city, county government, K-12 educational entities, colleges, universities and other ancillary agencies such as 911, port's, Homeland Security, and transit authorities. This covers the full portfolio of enterprise networking, mobility, integrated services, applications, hardware & IT products. These solutions enable digital inclusion, eGovernment, strategic out-tasking and IT optimization strategies that help clients uncover and deliver value to the citizen sector.



He was formerly a Regional Sales Manager covering the Small-Medium Enterprise space where he consistently led his teams to double digit year over year growth. Prior to that William led large scale enterprise transformations with clients

as a Senior Technologist. This was a business development role reporting direct to the Regional Vice President, focused on a select group of corporate clientele. He was also tasked with merger integration, business process improvement, sales strategy, and technical marketing.

His previous experience includes work for IP Communications, a regional broadband technology provider where he was the Sr. Manager, Sales Engineering. William also led the Technical Marketing efforts - defining vertical markets, solutions portfolios, and consulting offers. Earlier in his career William worked for MCI / Digex in their Data Center & Security groups as an IP Major Account Manager focused on multi national corporations and the carrier space. William began his career working for a local network consulting firm performing network design and subsequent business development positions where his business acumen & sales abilities took root.

In addition to his corporate responsibilities, William is very proactive in the community. He is steadfast and committed to giving back and making deposits in the bank of life.

William is a recent graduate of Leadership Houston, Class XXVI in their Flagship Leadership & Civic Development program. He serves on the boards of Leadership Houston, Houston Citizens Chamber of Commerce, and the Houston Area Urban League. He is a past board member for 100 Black Men, a community organization focused on mentoring and economic development for underprivileged youth. William has also recently co-founded a charitable foundation (Emergent Community Partners) focused on non-profit capacity building and broadening the social consciousness of emerging professionals & high potential leaders.

*William is a two time recipient of the Circle of Excellence Award – The companies esteemed sales and leadership award!*

William maintains acute levels of management abilities related to strategy, sales, finance, marketing, engineering, and human development. He couples this with an undying entrepreneurial spirit that allows him to consistently innovate and produce tangible, measurable results. William has successfully built numerous entrepreneurial ventures, which provide a unique depth of innovation, and fresh perspective for the corporation.

Mr. Traylor is currently completing his studies at Harvard University - Extension School with a concentration in Economics & International Relations. Upon completion, he will be pursuing an MBA to refine his strategy, finance, and accounting skill bases. William has also studied Finance at Texas Southern University.

William is originally from Hawaii, where he was born and raised in paradise. He currently resides in Houston (Pearland), Texas with his wife Chana Traylor and 3 lovely daughters' - 8 year old twins Kira & Kari, and 4 year old Willow Analis'.