

Brett Theisen **Vice President of Sales** **Calabrio, Inc.**



Brett Theisen is the Vice President of Sales for Calabrio, Inc. He is responsible for building and managing the organization that provides direct support for solution consulting and sales to Calabrio channel partners and customers.

Theisen has more than 10 years of sales and leadership experience in the telecommunications and software industries. Prior to joining Nortel Networks, he was vice president of sales at Gelco Information Network, a leading Software as a Service (SaaS) business, which was acquired by Concur Technologies. At Gelco, Theisen was instrumental in hiring and managing an international sales force that grew from \$18 million to \$45 million in revenue during his tenure. Brett has also held various sales management roles at Norstan Communications, a communications systems reseller and integrator company acquired by Black Box.

Brett has his B.A. degree in Marketing from the University of Wisconsin and his Masters of Business Administration from Regis University.