

Ralph Flamini **Vice President of Channel Sales** **Calabrio, Inc.**



Ralph Flamini is the Vice President of Channel Sales for Calabrio, Inc. and oversees global sales for all domestic and international channel markets.

Ralph has more than 20 years of experience in the telecommunications and software industries. Prior to joining Calabrio, Ralph served as Cisco Systems' senior manager of partner business development for the Contact Center Business Unit. Ralph was responsible for building an expanded partner program for the resale of Cisco hardware, software and professional services. His efforts resulted in a \$100 million increase in partner-related sales over a four-year period.

Ralph was also the Regional Manager for Contact Center Sales at Cisco for the Northeast and Canada. Over a three year period, he grew sales from \$10M to \$25M. Prior to Cisco, Ralph held various management level positions at Executone Information Systems (EIS), the most recent being Director of National Account Sales. Ralph grew this organization from \$30M to \$60M over a two year period. Ralph was also the Director of Contact Center Sales for EIS and he grew this organization from \$3M to \$10M.

Ralph has a B.S. degree from the University of Bridgeport.