

For over 20 years, Zon, an award-winning executive, has provided top-level sales and marketing leadership and has produced millions of dollars in growth across diverse markets, including government, public safety, security, transportation, field force automation, healthcare, and others. During his stellar career with startup and Fortune 500 data telecommunications giants, he worked in all vertical markets and also in key industries, such as biomedical.

Zon has extensive experience in working with senior leadership to drive marketing strategies. He has recruited, managed, trained, and developed top-producing national sales force and business development teams during various phases of his career.

As vice president, emerging markets and vertical applications, he developed national sales strategy and indirect sales model for emerging market segments and managed over \$100 million portfolio of high profile, Fortune 500 clients. In this position, Zon built six new markets and led several major rollouts.

Zon is recognized for having worked with XYZ Interactive for over 15 years. He served in a senior leadership role despite the company's growth from startup phase (with over 400 employees) to several acquisitions and an eventual spin-off, ending with over 75,000 employees. He was also a part of the M&A team during the company's sale to ABX Capital Management and subsequently to Zeun Company for multiple acquisitions in excess of \$200 million over initial purchases (within 24 months).

Zon currently serves in a senior marketing and sales leadership role for QuantANC, where he leverages his communications background to develop robust communications strategy and contributes toward the product's projected growth target of \$100 million. He champions the overall marketing function, from branding to distribution and strategic partnerships. In this position, he made substantial contributions by utilizing his emerging market skills to build value for a high tech biomedical company transitioning from R&D to revenue-generating business with revenue targets exceeding \$4 billion. He was also a strategic player during capital raises, M&A, and distribution channel development.

Zon holds a Bachelor's Degree in Marketing from the California State University and has completed numerous sales-related training programs.