

TAMI ERWIN

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EVP + Group CEO at Verizon Business Group | Own \$32B+ P&L

Leading Introduction of 5G Technology, Enabling Digital Transformation of the Business World
Driving Quantum Leaps in Performance and Spurring Advancements in Speed + Power

Executive Performance Overview

VERIZON COMMUNICATIONS, INC. (NYSE: VZ), 2015-Present
\$131B revenue; \$235B Market Cap; Fortune Rank: 16; www.verizon.com

EVP AND CHIEF EXECUTIVE OFFICER—VERIZON BUSINESS GROUP

4/2019 TO PRESENT

As CEO of newly formed Verizon Business Group, a **\$32B+ business** with **>30K employees** equal to a Fortune 30 if operating as a separate entity, helm mission critical solutions to businesses globally, including 97% of Fortune 500. Operate America's most-reliable wireless network + premier all-fiber network. 1 of Verizon's top 3 operating executives reporting directly to the CEO.

- Lead intelligent-edge solution initiatives to connect businesses, government + communities to global economy.
- Help same customer markets prepare for digital transformation, innovation + accelerated growth in 5G era.
- Oversee strategy, marketing, sales and operations teams, providing voice, data and security services to enterprise, business, government, public sector and B2B clients; as well as global wholesale carriers.

EVP OF OPERATIONS

8/2016 TO 4/2019

Progressed to Head of Verizon's Operations Unit, steering **\$85B P&L**, **75K employees** and **\$10B+ business + capital** spend with industry-leading margin performance. Advanced durable initiatives through resilient, union-free work environment.

- Directed commercial model turnaround within roiling business waters that included redefining retail for digitally oriented, mobile-first world.
- Accelerated customer + revenue growth by evolving commercial model from macro to micro/personal view; orchestrating customer advocacy strategy to transform customer experience; and piloting digital transformation.
- Spearheaded profitability growth via cost-transformation initiatives.
- Shaped employee-first, customer-centric culture.

SVP + GROUP PRESIDENT | CONSUMER/MASS BUSINESS MARKETS SALES + SERVICE

2/2015 TO 8/2016

Assumed **P&L management for \$19B revenue** stream and leadership of **11K internal** and **8,000 sourced employees**.

- Led organizational + cultural overhaul and operational business design amid sale of Verizon's West properties and tumult of industry change and consolidation.
- Piloted 18-month strategic planning + development initiative to realign Verizon's Consumer Mass Business, positioning video and broadband assets for accelerated customer, revenue + margin growth.
- Conducted contingency planning + bargaining prep in advance of contract negotiations.
- Strategized + produced results, navigating matrixed, competitive and unionized setting + 50-day work stoppage.
- Negotiated breakthrough contract with CWA + IBEW.

SYNOPSIS of VERIZON ROLES PRIOR TO 2015: President, National Operations, Wire Line (Consumer/Mass Business Markets); SVP + Chief Marketing Officer; President, West Area; et al.

Education

Executive Program, Graduate School of Business, Stanford University, Stanford, CA

Attended, Business Administration/Pre-Med, Pacific Union College, Angwin, CA