

## BIO | Hector L. Rodriguez Scharon

Hector has been completely immersed in the Telecommunications and Information Technology industry for the past 22+ years. He is a proficient professional in providing integrated solutions, solve business problems and exploit opportunities for competitive advantage among his customers. Hector's experience spans industry verticals including banking, retail, healthcare, hospitality and government among others.



Holds a Bachelor's degree in Management of Information Systems from the Interamerican University of Puerto Rico.

Hector currently leads a group of solutions consultants for complex and technical integrated solutions at AT&T National Business Solutions for the Puerto Rico & USVI territory.

Responsible for all technical aspects of products and services portfolio, Hector supports the sales efforts of direct sellers by leveraging product, industry, and/or technological expertise. He has an extensive experience in solutions such as voice, data, cloud, mobile applications, security, hosting, field force automation, remote access, fleet management, disaster recovery, network security, BYOD strategies and managed services among others.

His broad and deep knowledge across IT and telecommunications products and services, along with his experience of integrating those solutions throughout the enterprise has made him a trusted advisor for many of AT&T customers in Puerto Rico & USVI. He has been pivotal in helping organizations with information technology and architecture; marketing analysis and automation systems; customer profitability solutions; "big data" analytics and integration.

Hector is recipient of multiple awards that attest the quality of his work and dedication, providing consulting and account management services that focus on system and process improvements.

Hector enjoys playing golf, digital photography, mountain biking, and still manage to volunteer and coach a kid's baseball team. Hector is married and have two boys.