

Bill Shank, Vice President of North American Sales for IdaTech

As a twenty-four year sales veteran of the telecommunications industry, he has accountability for the North American promotion of IdaTech's secure, highly reliable, back-up power solutions to wireline and wireless telecommunications carriers, government agencies, airlines, railroads, utility companies and other discerning markets desiring to protect mission critical sites from power outages.

Prior to joining IdaTech Mr. Shank was the Vice President of Global Sales for fuel cell company ReliOn. Before that he held the position of Vice President of Sales and Marketing for Pacion, a fiber optic access division of Mitsubishi Electric Corporation offering passive optical network systems to North American service providers.

Mr. Shank's International experience comes from his term as Director of Global Sales for Tekelec's SS7 and wireless diagnostic division. His well-rounded and diverse background includes sales management positions at Vertel (network management), Hitachi (ATM and Sonet systems) and Nortel (digital switching).

A graduate of Southern Illinois University, Mr. Shank derived the foundation of his leadership principles and technical knowledge from ten years of service in the U. S. Navy.