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## Carlos Nouche

Associate

As Vice President of Visualize, Carlos brings more than 25 years of expertise in sales, sales leadership and marketing; including building profitable companies by aligning sales and marketing through the process of educating and mentoring. He has trained thousands of students globally for: ServiceNow, Service/GE, NCR and Adobe among others.

Prior to joining Visualize, Nouche rebuilt the sales and services organization for Amdocs Customer Management. He was an integral member of the leadership team responsible for the successful turnaround of his business unit growing sales by more than 250 percent. After 12 months of leveraging the principles of ValueSelling to increase license and maintenance sales, Nouche grew services revenue by 76 percent.

Nouche also worked for Clarify and Nortel where he set records for driving growth in sales and service. During his tenure, he successfully established channel sales as a revenue source resulting in multi-million-dollar sales growth. In addition to many successful sales campaigns, he generated more than 40 percent margin improvements in enterprise vertical services revenue.

Nouche holds a Bachelor of Science degree in accounting with a concentration in finance from Florida State University.

Keep it simple. Drive results.