



Jorge Zapata

VP Enterprise Sales



Jorge Zapata joined the Fiberlight organization in Jan of 2012. He comes to us after a very successful and accomplished career in senior leadership Sales and Marketing roles domestically and abroad. He spent the majority of the past twenty years working for MCI, MCI WorldCom and the company's properties in Mexico and Brazil. While in Brazil, Jorge held the role of Vice President of the Consumer Markets business unit for Embratel where he was responsible for all sales, customer service, marketing and finance operations. His organization catered to a universe of over 14 Million voice, data and Internet users and generated over \$1 Billion in annual revenues. While in Mexico, Jorge held numerous roles at

Avantel, including CMO and Director of Sales and Marketing. During his 5 years in Mexico, Jorge was an instrumental player in the launch of the General Business organization in the 12 largest Mexican cities as well as two multi-functional call centers in Mexico City and Monterrey. During his tenure, the company grew from a start up to a flourishing \$580 Million a year operation.

Jorge is a graduate of Boston University where he was a scholarship recipient for soccer. He holds an MBA from the Katz School of Business at the University of Pittsburgh as well. He is trilingual in Spanish, English and Portuguese. Jorge lives in Suwanee, Georgia with his wife and two children. The family's hobbies include active participation in soccer at all levels and "tan su do" (Martial arts).