



## Brent Knight

### Senior Consultant

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**Brent Knight** is a Senior Consultant at TC2 based in Raleigh, North Carolina, with 20 years of experience in the network services industry. He assists with the numerous critical steps of strategic network-centric sourcing initiatives including demand set development, competitive rate benchmarking and evaluation of supplier proposals.

Prior to joining TC2, Brent led pricing and contract negotiation teams for Verizon with Fortune 250 global customers. He served in senior management positions developing industry leading proposals to acquire new customers and maintain existing customers, with a focus on customer satisfaction. His portfolio of accounts represented a total contract value exceeding \$1.1 billion with an annual average spend of \$310 million.

Brent has in-depth knowledge of the various solutions and network services that carriers such as Verizon provide, including, but not limited to global MPLS networks, Internet, IP Voice, Professional Services and Managed Services. He has a unique awareness of how these services are marketed and priced. Through his post-sale customer support, he developed a keen market awareness of major global telecom providers through leading dozens of benchmarking engagements.

Brent has extensive knowledge and insight into the key motivation areas for suppliers and their sales personnel. He understands the critical internal “deal team” processes that a carrier like Verizon utilizes and leverages this insight to help secure optimal financial and contractual solution for TC2’s customers.

Brent holds a Bachelor of Arts in Economics from the University of North Carolina – Chapel Hill and an MBA from the University of North Carolina – Chapel Hill.

## Education

- University of North Carolina at Chapel Hill, MBA
- University of North Carolina at Chapel Hill, B.A.