



# José Gutiérrez

President

Wholesale Solutions and Access Management

AT&T

José Gutiérrez leads a Domestic and International team supporting Wholesale Sales and Access Management.



As President – Wholesale Solutions and Access Management, José Gutiérrez leads a domestic and international organization of professionals responsible for delivering a full portfolio of end-to-end voice, data, mobility, IP, outsourcing and professional services solutions to wholesale customers globally.

Wholesale Solutions serves carriers, wireless providers, cable operators, Internet service providers, CLECs and content providers in 152 different countries/territories including the United States. Gutiérrez and his specialized team are committed to building strong working relationships and representing the entire AT&T offer set.

As one of the largest wholesale transport and communications service providers in the world, the AT&T Wholesale team brings value to its customers through its industry leading solutions, full-circle business relationships and the scale, scope and expertise of its premier business assets.

Gutiérrez also leads the Access Management organization, which is responsible for local, switched and special access acquisition for AT&T's mobility, domestic and global (non-USA) multinational customer base. With employees serving 115 countries, Access Management leads the acquisition process with carriers, negotiates and optimizes AT&T unit cost associated with access, and manages the performance of the suppliers in line with AT&T and customer expectations.

With over 20 years experience in the industry, Gutiérrez served as President and CEO of AT&T Advertising Solutions from 2010 – 2012. Prior to this, he led AT&T's Global Enterprise Solutions organization, serving the top 30,000 AT&T business retail customers around the world. He was also President and CEO of AT&T Southwest (formerly Southwestern Bell).

Gutiérrez has held other key leadership roles with AT&T, including President of Industry Markets and Diversified Businesses, Senior Vice President of Yellow Pages, Managing Director of Investor Relations, General Manager of the Texas Region of SBC Wireless, and Executive Director of Mergers and Acquisitions.

Before joining AT&T, Gutiérrez, as a licensed CPA, held positions in strategy, consulting and auditing at KPMG Peat Marwick.

A native of Madrid, Spain, Gutiérrez and his wife, Diane, have two children.

He is a graduate of the University of Missouri and of Northwestern University's Kellogg Graduate School of Management. José also attended the Colegio Universitario de Estudios Financieros in Madrid, Spain.

Gutiérrez is a member of the Strategic Development Board at Mizzou's Trulaske College of Business, a member of the Missouri 100 Advisory Board and serves as the Chairman of the National Campaign at the University of Missouri. He is Vice-Chairman of the Thompson Foundation for Autism and Neurodevelopmental Disorders and is a board member of the World Affairs Council.