



Mike Saxton

Business Solutions Director, Telecom

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About Mike

Expertise

[Telecom Lifecycle Management](#)[Strategic Telecom Sourcing & Contracts](#)[Telecom Expense Management](#)

Mike Saxton, Business Solutions Director, Telecom at ENGIE Impact, brings over 35 years of experience delivering strategic telecom management solutions to Fortune 1000 companies. In his current role since March 2017, Mike collaborates closely with Sales and Client Management teams, leveraging a consultative approach to identify client needs and present tailored telecom strategies. As a subject matter expert, he plays a pivotal role in positioning and expanding ENGIE Impact's Telecom solutions, ensuring alignment with client goals and driving business growth.

Previously, as a Senior Leader of Telecom Expense Management at ENGIE Impact, Mike managed over \$400 million in annual telecom spend, generating more than \$18 million in client savings—delivering 250% value over fees.

Mike continues to serve as the voice of the client, influencing product development and marketing strategies, and ensuring ENGIE Impact remains at the forefront of telecom innovation.

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