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BACKGROUND SUMMARY

Extensive experience in the areas of management, strategic planning, and business development. Able to identify opportunities, assess their impact on present and future operations, and develop them to their fullest revenue potential. Superior negotiating skills. Adept at constructing win-win arrangements with potential customers and partners.

- Executive Management Skills
- Presentation Skills
- Multi-Discipline Capabilities
- International Business Development
- Systems Design And Implementation
- Contract Negotiation

ACCOMPLISHMENTS

- Strengthened and revitalized sales efforts resulting in increased systems sales and follow-on orders
- Expanded international traffic capacity over 300%.
- Directed major international facilities exchange.
- Organized and directed implementation of national satellite network

PROFESSIONAL EXPERIENCE

International Telecom Management, Frisco, TX 2000 – present

Principal. ITM provides Management, Sales and Marketing, Operations, and Strategic Expertise to enable new market entrants to compete effectively against more established operators. Recently completed assignment providing technical assistance in determining an optimal architecture for a national telecommunications infrastructure in Afghanistan. This assignment assisted the Minister of Communications in designing and implementing a national communications network and the regulatory infrastructure necessary to ensure quality operations. Previously served as the acting COO for a pre-paid US long distance company. Eliminated unprofitable products and focused on revenue streams that held long term, high margin potential. Drove new vendor selection and revised terms to cut access and termination costs by over 35%. As a result, the cash flow position was measurably improved, and sales in the target markets increased 45%. Previously served as the interim COO for a UK carrier that needed assistance in streamlining its operations as it sought additional funding. Strong leadership skills, vision, and global reputation enable ITM to enjoy high credibility and respect within the industry.

The Global TeleExchange (The GTX), McLean, VA 1999 – 2000

Vice President, Business Development. Efforts at The GTX were focused in three areas: 1) Managing and developing the Facilities Management Services (FMS) vertical within the company, 2) Supporting the sales staff in promoting its flagship product, VRTX, and 3) Delivering position papers at a wide range of industry forums. The FMS division offered a wide range of outsourcing services covering all aspects of telecommunications services from network design and implementation to ongoing operations and maintenance. Acted as primary technical resource, providing guidance and direction for ongoing operations support. As a member of the executive team, provided strategic direction to the company on all areas of international communications, including network development and deployment, operations, and traffic flows.

Broadwing Communications, Austin, TX 1997-1999

Director, International Operations. Negotiated and implemented interconnection agreements with several carriers to reduce termination costs and increase revenue. Strong emphasis on building and maintaining relationships with carriers around the world. Provided oversight and program management for the implementation and integration of a 600-mile fiber optic network from construction to revenue operations including not only a transport system, but also three Siemens EWSD class III Switching Centers, and a distributed NOC function. Negotiated, coordinated, and executed a fiber exchange agreement in Mexico that doubled the size of the Marcatel network while adding ten essential cities. This \$30M contract required substantial engineering, regulatory, and legal involvement. Implemented joint venture agreement with European PTT for joint venture pan-European telecommunications platform, Storm Telecommunications Ltd.

Andrew Corporation, Richardson, TX 1993-1996

Corporate Development Manager. Distributed Communications Systems Business Area. Major focus on development of large systems sales in Europe. Included in this effort was identification of new markets and specific products to heighten the overall proficiency and profitability of the group. As a member of the Management Team, provided strategic input on all areas of the unit structure to improve profitability and efficiency. 1995-1996

Director, Network Development. On an extended assignment living in Moscow, Russia, evaluated new business proposals, provided technical direction to six telecommunications joint ventures, implemented international private line and switched services. The goal of these activities was to transfer knowledge of telecommunications operations to the Russian staff to enable the companies to operate profitably with minimal expatriate assistance. 1994-1995

Deputy General Manager. RAMSATCOM, a satellite-based joint venture between Andrew Corporation and several Russian partners. RAMSATCOM is chartered to provide domestic long distance and international telecommunications including both private line and switched services. Provided management direction and technical assistance to the company to foster the development of its network infrastructure, revenue growth, and operational efficiency. Specifically, engineered the interface between the earth station equipment and legacy Russian switches, while preserving integrity of the billing data. Also negotiated technical and financial interconnection agreements with regional operators. 1993-1994

MCI Telecommunications Corporation, Richardson, TX 1983-1993

Manager, International Network Provisioning. Responsible for all technical activities, circuit provisioning, bilateral agreements, and circuit performance for the MCI switched international network in the Pacific Ocean and Americas Regions representing an annual revenue stream of over \$1B. Coordinated the technology changes to move the network from primarily satellite based to a fiber optic based transport network, and managed the implementation of CCITT #7 signaling protocols between the MCI Ericsson AXE-10 switches and a number of dissimilar platforms in use by other carriers. 1990-1993

Program Manager. Assumed Management, Scheduling, and Fiscal responsibility for construction projects within the MCI network. Directed Fiber Optic installation projects in the Eastern United States, including specialized U.S. Government proposal and construction activity. This position required coordination of the activities of many disparate groups ranging from system conceptualization to final test and acceptance. 1987-1990

Manager, Satellite Systems Engineering. Supervised and trained a staff of engineers and site development specialists. Oversaw the successful rollout of a program that designed and implemented the first satellite earth stations used in the MCI network. 1983-1987

EDUCATION

Bachelor of Science, Management Studies, University of Maryland