

Matthew D. Wright

3774 Hillcrest Circle | Hamel, MN 55340 | (111) 564-1234 | matthew.wright@gmail.com

Telecommunications Executive

Profit-driven, future-focused executive, acknowledged for resourceful and analytical business perspectives, the ability to drive technological advances, and strategically manage processes in an ever-changing industry.

Leadership Success Highlights

- ◆ **Strategic Partnerships** – Initiated and developed relationships with power companies, economic development corporations, and mutual partnerships, creating new Competitive Local Exchange Carrier (CLEC) opportunities in new industrial park in City of Forest Lake.
- ◆ **Strategic Planning** – Conceptualized and created structure for strategic planning, line of business study, and plans to future proof Veracity revenues.
- ◆ **Fiscal Management** – Restructured budgets, internal controls, accounts payable, and created new record retention program for Veracity. Analyzed liability issues with in-depth analysis of insurance coverage, unveiling multiple issues of inadequate coverage, improving cost savings and risk management.
- ◆ **Benefit Restructure** – Improved employee health care and retirement programs, which balanced expenses and increased employee retention.
- ◆ **Start-up Wireless Operations** – Collaborated with Chief Technology Officer (CTO) in \$3.5M purchase and deployment of 10 new cellular phone and wireless Internet towers, including 60+ miles of fiber optic backhaul.
- ◆ **Acquisition** – Conducted and led feasibility analysis prior to purchase of stagnant public broadband utility. Engineered, planned, and implemented \$2M CLEC startup operation and retail store in the City of Watertown.
- ◆ **Operations Management** – Hands-on operational experience in telephony, cellular and fixed wireless, internet services, and cable television (CATV), combined with retail marketing, accounting, regulatory and legal issues, budget management, and executive leadership.
- ◆ **Revenue Growth** – Revitalized plant and business operations, delivering a fiscally solvent entity outperforming prior years and yielding doubled subscriber numbers combined with third year positive cash flow.
- ◆ **PSC Special Approval** – Negotiated and acquired City of Watertown municipal fiber optic broadband utility operations, researched compliance issues leading to public service commission (PSC) special approval of sale.

Significant Strengths

- ◆ Telecommunications
- ◆ Fiscal Management
- ◆ Revenue Growth
- ◆ Business Analysis
- ◆ Capital Assets
- ◆ Contract Negotiations
- ◆ Feasibility Analysis
- ◆ Start-up Operations
- ◆ Operations Management
- ◆ Design Engineering
- ◆ Business Transformation
- ◆ Public Relations
- ◆ Technology Optimization
- ◆ P&L Responsibility
- ◆ New Business Launch

Professional Experience Narrative

VERACITY COMMUNICATIONS, Medina, MN

2015–2017

CEO and Executive Vice President

Led and managed corporate growth and vision for successful telecommunications cooperative and its subsidiaries.

- ◆ Analyzed potential strategies to determine infrastructure and resource needs for communications product mixes including voice, video, and data applications over fiber optics.
- ◆ Directed and guided service management and operations, including resource management and vendor management by seeking out best solutions and products available.
- ◆ Spearheaded and led reporting and compliance issues within the highly regulated telecommunications business, including political lobbying for industry awareness and advocacy.
- ◆ Oversaw accounting and finance functions, investments, accounts receivable, and accounts payable to ensure overall financial success of the organization.

Professional Experience Narrative

FAIRHAVEN TELEPHONE CO., Fairhaven, MN

1980–2015

Operations Manager (Assistant General Manager) (14 years) | **Central Office Engineer** (9 yrs.) | **Central Office Technician** (6 yrs.) | **Combination Technician** (4 yrs.)

Promoted to Assistant General Manager in 1998, retitled Operations Manager in 2009.

- ◆ Strategically planned and implemented benchmarking to achieve results according to business plan, leading to tactical alignment of corporate acquisitions, capital purchasing, and human resource negotiations.
- ◆ Interacted with regulatory compliance authorities and consulted with attorneys regarding the specifications of acquisitions and contracts.
- ◆ Forecasted and procured Local Exchange Carrier (LEC), CLEC, and CATV, which included wireless plant, fiber to home, central office, headend, transmission systems, and high capacity backhaul.
- ◆ Monitored and analyzed reports for \$4.1M budget with annual revenue of \$4.5M for human resources, capital expenditures, and operations.

Promoted to Central Office Engineer after showing leadership success as Central Office (CO) Technician.

- ◆ Engineered and procured network assets, such as switchboards, optical transport, and "T" carriers.
- ◆ Planned and executed CO conversions, upgrades, and cutovers for core network switching.
- ◆ Directed and mobilized team of technicians who maintained transmission circuits, special service circuits, standby power applications, and business system operations.

Promoted to the position of Central Office Technician to perform multiple electromechanical switchboard conversions and maintain new state of the art digital switchboards.

Hired as Combination Technician to perform business/residential telephone and CATV installations and repair of switching equipment, and assisted outside plant facilities technicians in plant construction and repair.

Systems & Equipment Expertise

Fiber Optic Networks | Video | Telephony | CATV | Voice over Internet Protocol (VoIP)
Wireless Networks | Telecom Systems Design | LANs/WANs | Cabling | Voice Network Communications
TCP/IP | PPP | Voice & Data Convergence | Cellular and Wireless Equipment

Professional | Community Leadership

- ◆ **Board member, Minnesota Network Exchange Carriers Association (MNECA)**, lobbied on behalf of regulatory affairs for independent telecommunications companies.
- ◆ **Chair, Minnesota State Telecommunications Association Engineering Committee.** Directly interfaced with Minnesota Public Service Commission staff, served two terms.
- ◆ **Appointed by Minnesota Governor to Minnesota Telecommunications Relay System Counsel.** Served on Minnesota's hearing impaired telecommunications counsel for 10 years.
- ◆ **Recipient, Wright County Community Service Award,** Spearheaded community projects, delivering significant improvements with 100's of volunteer hours at the ice rink, cemetery, church, and nursing home.
- ◆ **President, Kingston Inc.** (3 terms) and **Board Member** (two 6-year terms) for the \$8.2M union shop nursing home with \$5.9M in annual cash flow.
- ◆ **Chief Executive Officer** three terms, and **Treasurer** one term, Town of Fairhaven.

Education

Associate Degree – Accounting, 2013 | GPA 3.9 | ATHENS TECHNICAL COLLEGE, Oak Creek, MN

Positive Approach to Managing Business (Private Business Education)

Diploma – Telephony | NORTHLAND TECHNICAL INSTITUTE, Wilmar, MN