

STEVE SEARLES

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SUMMARY

An experienced executive with broad skills in business operations, new company formation, general business development, marketing, analytics, and people management possessing a proven track record of repeatable success

QUALIFICATIONS

Business Operations

- Chief Operating and Compliance Officer
- Direct experience as Head of HR, Manufacturing, Facilities, Customer Delivery and Customer Care
- Implementation and operation of manufacturing, supply chain, customer care, customer delivery, engineering, admin, and legal functions
- Profit and Loss management for large \$2.5B telecom business with global reach
- Budget development and management of cost reduction and efficiency programs growing operating margin from 0 to 30% over 4 years
- Lead negotiator on multi-million dollar IPR, and manufacturing contracts

Sales

- Managed large accounts with greater than \$500M annual revenue
- International business development on all continents for large telecom business driving top line growth from \$1.5B to \$2.5B annually over 4 years in flat market
- Lead negotiator on multiple supply contacts exceeding \$500M in value
- Developed sales strategies to implement building modernization and energy management projects utilizing connected devices and next generation building management systems

Marketing

- Managed a \$10M global marketing budget for \$2.5B wireless infrastructure business including brand management, product and commercial marketing

Communications

- International experience with communications in various forums including keynote speaking at industry conferences, analyst events and tradeshows on all continents
- Media trained and experienced in communicating with press, industry and investment analysts

Procurement

- Extensive experience in developing and executing sourcing strategies for large procurement programs in excess of \$1B
- Implemented contract manufacturing strategy for high technology systems involving supplier diversity and supply chain management processes, both domestic and offshore

M&A

- Performed due diligence and integration activities of a \$300M acquisition in South Korea when Nortel purchased LG's telecom infrastructure assets

Management

- Managed global organizations in excess of 100 people in 11 countries
- 20 years of sales management experience with account planning, forecasting, quota setting and management and sales coaching

RELEVANT EXPERIENCE

Digital Global Systems, Tysons VA

August 2017 – December 2022

Chief Operating and Compliance Officer

- Architected and implemented the operational strategy and evolved it as company increased scale by 10 times to include:
 - HR, supply chain, admin, legal, manufacturing, customer care, customer delivery and engineering functions
 - Optimized by utilizing both insourced and outsourced capabilities as appropriate as company business grew
- Developed and managed processes working with outside legal counsel to generate intellectual property from engineering developments resulting in the award of over 100 patents for the company over the past 5 years
- Developed and implemented outsourced manufacturing for hardware systems, both domestic and offshore, including processes for transfer of technology and IT systems to manage production, inventory management, logistics, RMA and supply chain
- Developed and implemented software licensing, distribution, support and maintenance strategy to both monetize and protect company technology
- Managed facilities including construction of new corporate headquarters

Optimum Decision Services LLC, Leesburg VA

September 2008 – December 2017

Managing Partner

- Business Consultancy focusing on Technology, Business Development and Procurement
- Retained by Major Wireless Operator for procurement of large (\$1B) wireless networks
- Creation of an excess of \$1B in new business for clients
- Developed and executed RFP and negotiation strategy to maximize business value for client
- Retained by a global client base including multiple Fortune 500 companies including Sprint/T-Mobile, Samsung, Nextel International and Acer Computer

Nortel, Herndon VA

November 2005 – July 2008

Vice President Strategic Sales and Business Development

- Accountable for all enterprise channel sales and new product carrier sales to Sprint and Nextel
- Annualized revenues >\$700M
- Account plan development and execution, forecasting and sales management

Nortel, Richardson TX

June 2001 – November 2005

Vice President Global Marketing and Business Development

- Global Marketing and Business Development responsibilities for \$2.5B Wireless infrastructure business
- Grew top line by 67% over 4 years in flat market
- Increased operating margin from 0 to 25%
- Managed due diligence process of Nortel's acquisition of LG's telecom infrastructure assets.
- Managed 75 employees in 11 countries

EDUCATION

University of Waterloo, Waterloo Canada

Bachelor of Applied Science in Computer/Electrical Engineering