

NICHOLAS PASCARETTI

EXECUTIVE MANAGEMENT

Strategic Planning • Restructuring • Start-up • Turn-around

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Accomplished Executive with outstanding qualifications in operations, sales, P&L oversight involving public and private organizations, as well as, established, turnaround, and start-up organizations.

Results orientated and decisive thinker with proven success in market identification, strategic positioning & partnerships for multi-million dollar organizations.

Proven track record of increasing sales and net income, while spearheading operational improvements and reducing costs. Skillful developer of strategic programs that continually surpass expectations.

In-depth management experience from conception to implementation through team development and leadership skills. At ease with budget limitations, deadlines, and high pressure situations. Strong ability to influence thinking, forge strategic alliances, and build consensus.

CORE COMPETENCIES

Organization Restructuring

Start-up Experience

Due Diligence

High Stake Negotiations
Control

Risk Management

Cost Analysis, Reduction &

PROFESSIONAL EMPLOYMENT

April 2019 to Present

THE PSMITH GROUP LLC

Principal

- Secured contract to design 200 plus miles of fiber network for fiber to the home deployment.
- Contract includes the design of outside plant fiber cables, GPON & DWDM technology.
- Responsible for DOT permitting as well as the updating of all permanent records.
- Advise on inclusion programs for the adoption of broadband by low income households.

May 2017 to April 2019
MOCTO

CITY OF NEW YORK-

Chief Broadband Architect

- Lead the Broadband Planning Team in design, deployment, construction and operations and maintenance of City and or third-party owned broadband implementations throughout the Five boroughs

- Manage and lead interagency collaborations concerning broadband planning, policy, strategy, cost-modeling and data archiving and strategy solutions
- Establish the City's Broadband vision, create improvements to the infrastructure roadmap, maintain existing systems and provide operational direction in all telecom-related issues in support of Broadband operations across a robust city network
- Advise on the future direction of telecommunications adoption, trends and architectures
- Participate as a member of the senior management team in establishing governance processes of direction and control to ensure that objectives are achieved, risks are managed appropriately and the department's resources are used responsibly, particularly in the areas of interoperability, fixed wireless, fiber optic and other telecommunications IOT deployments

September 2008 to May 2017

EASTERN SHORE of VIRGINIA BROADBAND AUTHORITY

Executive Director – Original member of the Eastern Shore of Virginia Broadband Authority to construct and operate a fiber optic network from Wallops Island, VA to Virginia Beach, VA. Additional, local community fiber networks have been constructed to provide broadband connectivity to government, healthcare, education, wholesale, & enterprise markets.

- Cash Flow Positive in 3rd year
- Grew Annual Revenue to over \$3.5M
- Public Private Partnership RFP
- Full P & L Responsibility
- Systems design & integration
- Preliminary & detailed engineering
- RFP preparation
- Contract Management & Negotiations
 - Railroad ROW's & Easements
 - Master Service & Service Level Agreements
 - Sales Compensation Plans & Referral Plans
- Business Development
- Construction Management

September 2006 to September 2008

WVT COMMUNICATIONS

Senior Vice President of Business Sales & Operations

- Identified and developed solutions of WVT's material weaknesses to meet Sarbanes-Oxley requirements.
- Reduced outsourcing of core business elements to reduce costs.
- Identified and executed the implementation of WVT's hosted VoIP product and grew total contract revenue to over \$1,000,000 in six months.
- Implementing alternate sales channel partner program.
- Developing long term expansion plans for CLEC operations.
- Lead due diligence team on M&A activities.

Director of Business Development & Network Operations

- Assist and mentor sales team to increase short and long term revenue opportunities in the wholesale, carrier, & enterprise markets.
- Identified companies and developed relationships to increase short and long term revenue opportunities for WVT.

- Direct, control, coordinate and prioritize development activities across business, engineering, operations, and sales teams to ensure successful execution and delivery.
- Negotiating cost-effective agreements (carrier, collocation, dark fiber, etc) that enabled WVT to drive new revenue opportunities and lower COG's.
- Develop, execute and maintain best practices to ensure that WVT provides carrier class grade services.

October 2004 to July 2006
DATANET LLC.

HUDSON VALLEY

Vice President of Business Development

- Directed all activities related to conceptualizing, developing and implementing market strategy to achieve business objectives and articulating DataNet's vision, brand and services to multiple stakeholders.
- Evaluation and integration of new services and technologies based upon market needs.
- Developed network expansion plans by identifying & creating marketing strategies.
- Managed & developed business partnerships to further expand MRR in existing footprint and facilitate new geographic network expansion.

September 2003 to September 2004

HUDSON VALLEY DATANET LLC.

Vice President of Sales

- Directing business and client relationships at strategic levels.
- Restructuring account management team and implementing interdisciplinary training for total company buy-in of sales initiatives.
- Developed and managed plans for increased sales and revenue with LEC, IXC carriers and enterprise customers.
- Exceeded sales forecast by 28%.
- Renewed or extended existing contracts resulting in no loss and extended terms of monthly recurring revenue.

April 2000 to September 2003

HUDSON VALLEY DATANET LLC.

Vice President of Operations

- Responsible for the formation of a start-up Competitive Local Exchange Company (CLEC).
- Designed and engineered the entire company infrastructure including outside plant and central office facilities and a network operations center.
P&L responsibilities including capital budgeting, operating expenses, and revenue growth.
- Transformed a start-up company into a strong operations company with standardized processes, systems and procedures.
- Hudson Valley DataNet became net cash flow positive within 26 months during a time of massive telecommunications bankruptcies.
Constructed over 650 linear miles of fiber (aerial, underground, and submarine) and lit over 250 buildings.

- Negotiated Interconnection, Collocation and Pole/Conduit Agreements with multiple utilities in multiple states.

EDUCATION

Polytechnic University, Brooklyn, NY.
M.S. Information Systems Engineering. 3.61/4.00 GPA.

State University of New York, New Paltz, NY
B.S. Electrical Engineering. 3.35/4.00 GPA

State University of New York, New Paltz, NY
B.A. Physics. 3.10/4.00 GPA.