



**TELCYTE**  
INFRASTRUCTURE SERVICES



# JON BOUTILIER

Chief Business Development Officer (CBDO)

## PROFILE

Jon Boutilier is currently the Co-founder and CBDO, of TelCyte, a telecom and infrastructure professional services company. Jon has 25+ years' experience in the telecommunications industry.

TelCyte is a full-service telecom and infrastructure solutions provider. We take a systematic approach to getting to know our client and their needs, so we can develop a comprehensive engineering solution to bring projects from conception through to completion; on time, within budget and will deliver a product with the utmost quality and attention to safety, cost and quality.

## CONTACT

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## DAY TO DAY DUTIES

- Builds market position by locating, developing, defining, and closing business relationships.
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements.
- Tracks individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners.
- Discovers and explores business opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, and financials.
- Evaluates options and resolves internal priorities.
- Recommends equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations.
- Examines risks and potentials for business opportunities.
- Estimates partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Enhances the organization's reputation by accepting ownership for accomplishing new and different requests.
- Explores opportunities to add value to job accomplishments.

## MANAGEMENT BACKGROUND

- Closing skills
- Motivation for sales
- Prospecting skills
- Sales planning
- Selling to customer's needs
- Territory management
- Presentation skills
- Energy level
- Meeting sales goals

## ABOUT

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Jon has spent 25+ years in the Wireline OSP/ISP and Wireless Industry. Over that time, he has worked with, for, and employed a wealth of great people. Jon looks forward to developing relationships in which we can provide our top-tier services to business partners and clients in a manner they can come to expect.

## EXPERIENCE

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### TELCYTE INFRASTRUCTURE SERVICES

#### **Chief Business Development Officer (CBDO) / Co-Founder**

Dates Employed: Dec 2018 – Present

Employment Duration: 1 yr. 8 mo.

Location: Phoenix, Arizona

### WYCO FIELD SERVICES

#### **VP of Operations - Engineering**

Dates Employed: Feb 2018 – Dec 2018

Employment Duration: 11 mo.

Location: Phoenix, Arizona

#### **Chief Operations Officer Engineering Services**

Dates Employed: May 2016 – Dec 2018

Employment Duration: 2 yrs. 8 mo.

Location: Chandler, Arizona

#### **Director of Engineering**

Dates Employed: May 2016 – May 2017

Employment Duration: 1 yr. 1 mo.

Location: Phoenix, Arizona

### INTE-GRAT-ED DESIGN SERVICES GROUP LLC

#### **Director of Operations / Co-Founder**

Dates Employed: Oct 2010 – Apr 2016

Employment Duration: 5 yrs. 7 mo.

Location: Gilbert, Arizona

Inte-grat-ed Design Services Group LLC is committed to the achievement of excellence in all aspects of professional service. We not only provide quality designs but also technical expertise, effective management, economical solutions, and accurate construction documentation.

Inte-grat-ed Design Services Group prides itself on its honesty, responsibility, positive attitude, hard work and integrity in developing an industry setting standard.

Inte-grat-ed utilizes the world's leading software and technologies to

provide our customers with an industry-leading product. As one of North America's Premier Design Firms, Inte-grat-ed Design Services Group has the advantage to offer an extremely cost-effective product. We pride ourselves on the foundation that many have lost in big corporations, nurturing our client/customer relationships, and understanding the importance of their continued support.



## **MACTEC ENGINEERING**

### **A&E Design Area Manager - Desert Southwest**

Dates Employed: Mar 2006 – Oct 2010

Employment Duration: 4 yrs. 8 mo.

Location: Phoenix, Arizona

Managed the A&E Telecom Department for a variety of clients throughout the Desert Southwest. Clients included: Verizon Wireless, Cingular, AT&T, Sprint, T-Mobile, Clearwire, Cricket Communications, Alcatel Lucent, SRP Telecom etc.

Provided "Full Telecom Training and Design Criteria" to designers to streamline submittal approvals and comply with jurisdictional requirements. My team received positive feedback on the quality of work not only from the client, but from the site acquisition firms and submittal jurisdictions as well.

## **FACILITY GIS INC**

### **Telecom Market Manager - Desert Southwest**

Dates Employed: Mar 2007 – Dec 2008

Employment Duration: 1 yr. 10 mo.

Location: Tempe, Arizona

Ran day to day operations related to starting up the Facility GIS's Wireless Telecom division. Responsibilities included Field Design Walks, A&E Design, Site Acquisition Coordination as well as all project management, marketing, and client relations. Clients included: Verizon Wireless, Sprint, Alcatel\* Lucent, CommNet Wireless, HughesNet, Clearwire, etc.

## **RJE TELECOM (DYCOM INDUSTRIES)**

### **OSP Engineer & Manager**

Dates Employed: Jan 2003 – Mar 2006

Employment Duration: 3 yrs. 3 mo.

Location: Sterling, Virginia

I have held the positions of: OSP Engineer / Cable Locates & Protection Manager / AM/FM/GIS Manager / Field Engineer / Design Engineer / Air Pressure Design Engineer etc. / OSP Inspector / Multi State Project Manager etc.

I maintained a status in the DC Metro / Northern Virginia as a lead IC for Verizon through RJE Telecom for 6 years on a variety of projects.

Company was involved in a variety of mergers and acquisitions... -> OSP Consultants Inc. -> InfraSource -> Exelon Infrastructure Services -> RJE Telecom -> Dycom Industries (10 years combined Service)

## **DYCOM INDUSTRIES, INC**

### **Market Manager**

Dates Employed: Jan 2001 – Mar 2006

Employment Duration: 5 yrs. 3 mo.

Location: Sterling, Virginia

I have held the positions of: OSP Engineer / Cable Locates & Protection Manager / AM/FM/GIS Manager / Field Engineer / Design Engineer / Air Pressure Design Engineer etc. / OSP Inspector / Multi State Project Manager etc.

I maintained a status in the DC Metro / Northern Virginia as a lead IC for Verizon through RJE Telecom for 6 years on a variety of projects.

Company was involved in a variety of mergers and acquisitions... -> OSP.



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Consultants Inc. -> InfraSource -> Exelon Infrastructure Services - > RJE Telecom -> Dycom Industries (10 years combined Service)

## **EXELON**

### **Market Manager**

Dates Employed: Jan 2002 – Jan 2003

Employment Duration: 1 yr. 1 mo.

Location: Sterling, Virginia

Titles: OSP Engineer / Cable Locates & Protection Manager / AM/FM/GIS Manager / Field Engineer / Design Engineer / Air Pressure Design Engineer etc. / OSP Inspector / Multi State Project Manager etc.

Company was involved in a variety of mergers and acquisitions... -> OSP Consultants Inc. -> InfraSource -> Exelon Infrastructure Services - > RJE Telecom -> Dycom Industries (10 years combined Service)

## **INFRA SOURCE (QUANTA SERVICES COMPANY)**

### **Market Manager**

Dates Employed: Jan 2001 – Jan 2002

Employment Duration: 1 yr. 1 mo.

Location: Sterling, Virginia

Titles: OSP Engineer / Cable Locates & Protection Manager / AM/FM/GIS Manager / Field Engineer / Design Engineer / Air Pressure Design Engineer etc. / OSP Inspector / Multi-state Project Manager etc.

## **OSP CONSULTANTS INC.**

### **Market Manager**

Dates Employed: Sep 1999 – Jan 2001

Employment Duration: 1 yr. 5 mos.

Location: Sterling, Virginia

Titles: OSP Engineer / Cable Locates & Protection Manager / AM/FM/GIS Manager / Field Engineer / Design Engineer / Air Pressure Design Engineer etc. / OSP Inspector / Multi State Project Manager etc.

Company was involved in a variety of mergers and acquisitions... -> OSP Consultants Inc. -> InfraSource -> Exelon Infrastructure Services - > RJE Telecom -> Dycom Industries (10 years combined Service)

### **Project Manager**

Dates Employed: Apr 1998 – Sep 1999

Employment Duration: 1 yr. 6 mo.

Location: Phoenix, Arizona

Titles: AM/FM/GIS Manager / Design Engineer

### **Lead Designer**

Dates Employed: Mar 1996 – Apr 1998

Employment Duration: 2 yrs. 2 mo.

Location: Halifax, Nova Scotia, Canada

Titles: Lead AM/FM/GIS Design Technician / Group Leader / Project Manager - North American Design Center

Facilitated OSP Design on a variety of Bell Canada work as well as major CLEC/LEC/CATV providers throughout the United States.

