



**TELCYTE**  
INFRASTRUCTURE SERVICES

# JAKE DUGAS

## PROJECT MANAGER I

### PROFILE

Jake Dugas is the Wireless Project Manager Canada for TelCyte, a telecom and infrastructure professional services company. Jake has worked on over 5,000 telecom projects in the telecommunications and infrastructure industry to date.

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

- Manages, directs, supervises, coordinates, and leads Engineering & Design consultants and Senior Consultants.
- Responsible for day-to-day activities of the Engineering & Design Consultants and Senior Consultants.
- Manage and coordinated team of consulting resources within a region or technical discipline.
- Develop project plans, including design strategies and selecting of team members (*which may include third party consultants / subcontractors*).
- Manages program activities (*i.e., client relationships, efficient delivery of services, and quality of services*).
- Assists in practice development, proposal development, including work steps and related cost estimates.
- Works on extremely complex problems where analysis of situations or data requires an evaluation of intangible factors.
- Attains the assigned team billable revenue objectives.
- Seasoned in-depth knowledge of functional/process area; considered subject matter expert.
- Provide expertise and consultation to assist with difficult customer problems and participates in important negotiations with key customers.
- Provide resolution for unique and highly complex problems.
- May consult with customers, as needed.
- Manage the work efforts of individual contributor direct reports, and influences hire/fire, performance appraisal, and pay review decisions.
- Responsible for coaching and developing direct report subordinates.
- Knowledge of new and emerging products and services
- Demonstrated ability to manage multiple projects in a cross-functional capacity with minimum Fiscal Year value of \$5M.
- Review and approve Engineering & Design Service SOWs prior to submission to customer: Scope clarity Time, cost, and risk factors Delivery resource allocation.
- Assign technical resource(s) and participate in RFP responses.
- Partner with sales and business development to identify focus areas and align delivery resources / capabilities.
- Assist with presenting overall Engineering & Design offerings, capabilities, and experiences.

- Update and refine Engineering & Design Services strategy, including developing required strategy documents on an ongoing basis, as needed.
- Participate in escalations as/if needed, ensuring Sr. leadership is kept informed throughout driving towards resolutions and customer satisfaction.
  - Scoping templates time estimates
  - Delivery templates
  - Delivery methodology and checklists
  - Producing a monthly revenue forecast including variance to targets
  - Work to forecast On Schedule / Budget KPI performance of projects.
  - Technical training plans
  - Soft skill development

## MANAGEMENT BACKGROUND

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- Fifteen plus years of industry experience
- Five years of relevant direct high level consulting experience.
- Five or more years Engineering & Design Consultation experience - complex technical products and services.
- Contract negotiations experience including complex deals.
- Sales planning and sales operations experience / Business planning and business operations experience.
- Demonstrated broad knowledge of the field with strong leadership skills.
- Demonstrated organizational and technical knowledge sufficient to resolve highly complex problems.
- Excellent verbal, written, presentation and interpersonal skills.

## ABOUT

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Jake has worked for large Telecom Clients in the United States and has supported many projects in the past as a Lead Designer. He's received hands on training in the United States, for a variety of large U.S. based carriers in telecommunication design and is striving for growth in the path of design and management. Jake oversees the design team as they complete day-to-day operations, as well as our developing procedures and training new staff in efforts of growing the company.

Jake brings 7 years of wireless experience. Coming from an architectural college background, Jake joined HECC design services as a drafter working on projects for AT&T and other carrier designs in the 4G modification projects across the Desert Southwest focusing on expanding his knowledge of the ever-growing wireless industry.

In 2017, Jake had soon moved onto a greater role as senior designer for TEAM Services LLC who was later merged with TelCyte in 2019 where Jake had expanded his role into managing the design team on day-to-day responsibilities under the wing of Project Manger Chris Wolfe. Jake now has experience with existing modification site of LTE 4G and 5G along with new site build construction and Small Cell Design

Jake, lives in Lower Sackville Nova Scotia, Jake enjoys golfing as well as playing games with friends and family, and Hiking.



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## EXPERIENCE

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### TelCyte Infrastructure Services

#### Project Manager I

Dates Employed: July 2019 – Present

Employment Duration: 3 yr. 7 mo.

Location: Dartmouth, Nova Scotia

Mr. Dugas has over 7 years of wireless experience. He served as Project Manager of TEAM Services for 3 years providing insight on design and quality control practices. He began his telecom career with HECC Design Solutions as a drafting technician and later grew his knowledge of telecom to strong head his position into TelCyte.

### TEAM Services LLC

#### Project Manager/Designer III

Dates Employed: March 2017 - July 2019

Employment Duration: 2 yr. 4 mo.

Location: Bedford, Nova Scotia

### HECC Design Solutions

#### Drafting Technician

Dates Employed: June 2016 – March 2017

Employment Duration: 9 mo.

Location: Bedford, Nova Scotia



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