



**TELCYTE**  
INFRASTRUCTURE SERVICES



# DAVID HANNA

OPERATIONS MANAGER, CANADA

## PROFILE

David Hanna is TelCyte's Canadian Operations Manager, a telecom and infrastructure professional services company. David has nearly 25 years' experience in the telecommunications and infrastructure 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, thereby developing 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

- Oversees business development of current and future business lines.
- Leads project implementation and management.
- Supervises Canadian office personnel.
- Manage business unit employee relations, coordinating with Corporate Management team, as appropriate.
- Provide effective communications across the Canadian Market (manage or co-manage region meeting or conference calls)
- Develop and implement business plans for the regional market.
- Provide input on Canadian Market budgets (Training, BD, Conferences)
- Oversee resolution of AR, unbilled, write-offs for business unit.
- Business Development/forecasting (help set direction/focus for the regional Canadian Market)
- Workload resource leveling decisions within the Canadian Market.
- Participate in recruiting efforts with our Human Resources leader.
- Provide recommendations and implement region staffing plans – work with CEO & CBDO.
- Provide input on salary increases, bonus recommendations.
- Approve non-billable company purchases.
- Develop, implement, and coordinate client and lead development plans.
- Client meetings (ex. review, new work, strategy, etc.)
- Project deliverable reviews
- Senior project involvement (strategy, QA/QC)

## MANAGEMENT BACKGROUND

- 25 years of industry experience
- Excellent leadership and organizational skills
- Outstanding negotiating skills
- Proven commitment to high professional ethical standards and a diverse workplace
- Demonstrated success innovating solutions to increase productivity.
- Commitment to customer satisfaction

## ABOUT

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David leads our North American Design Center, based in Halifax, Nova Scotia. This facility provides A&E Services to both Canada and the USA. As our Canadian Operations Manager, David oversees the day-to-day operations, as well as our growing team of dedicated employees. Recently, David has become actively engaged on the business development and client relations side of our business, working hand in hand with TelCyte Chief Business Development Officer and Founding Partner, Jon Boutilier, also a fellow Nova Scotian. With an emphasis on the Canadian market and additional offices soon, you can expect that if David has not reached out to you yet, you will more than likely be connected shortly.

David brings over 24 years of diverse telecom and infrastructure design experience, between the OSP/ISP and wireless industries. After finishing his Planning Technician Certificate in 1995 at the College of Geographical Science (COGS), David joined OSP Consultants Inc. as a Project Manager overseeing a nationwide project for Bell Canada along with a variety of other OSP/ISP and FTTX projects across the U.S. focusing on sustaining industry leading production run-rates and quality control.

In 2003, OSP Consultants Inc. was disbanded in Canada, after a multitude of acquisitions and mergers to eventually be restructured under Dycom Industries. Encouraged by past clients and relationships, David decided to venture out on his own, co-founding East Coast Mapping Solutions, picking up where he left off previously with OSP Consultants Inc. and providing unparalleled A&E Design Services.

For 10 years, he worked for the Halifax Regional Municipality (HRM) as a City Planner, working on large scale planning projects, such as the development of The Parks of West Bedford. He also worked in Planning and Development, where he approved developing permits for HRM. During this time, David provided external consulting and A&E production on a contractor bases to Inte-grat-ed Design Services Group (*Company previously owned by one of the founding partners of TelCyte*). David has seen no less than 30,000 telecom wireless projects come through his hands over the years, ranging from traditional wireless platforms such as DAS, WISP, TDMA, GSM, CDMA, UMTS, LTE, 4G and 5G as well as Small Cell Design.

David, his wife Paula and their children live in Halifax and are actively involved in minor hockey, including David's role as a coach and owner of a private minor hockey program. He is a car fanatic, who one time owned a local well-known Halifax based fitness facility.

## EXPERIENCE

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### TELCYTE INFRASTRUCTURE SERVICES

#### Director of Operations Canada

Dates Employed: Jul 2019 – Present

Employment Duration: 1 yr. 4 mo.

Location: Bedford, Nova Scotia

Mr. Hanna has 20 years of experience in Telecom Engineering Design and Management. He served as Director of Inte-grat-ed Design Services Group's, Technology Center for six years. He began his telecom career with OSP Consultants, and later owned and operated East Coast Mapping Solutions (ECMS), as well as Halifax East Coast Consulting Design Solutions (HECC). Mr. Hanna is a graduate of the College of Geographic Sciences (COGS) - Planning Technician.



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## **TEAM SERVICES**

### **Director of Services Canada**

Dates Employed: Sep 2017 – Jul 2019

Employment Duration: 1 yr. 11 mo.

Location: Bedford, Nova Scotia

## **INTE-GRAT-ED DESIGN SERVICES GROUP (IDSG)**

### **Director of Operations Canada**

Dates Employed: Jan 2010 – Jan 2015

Employment Duration: 5 yrs. 1 mo.

Location: Halifax, Nova Scotia

## **HALIFAX REGIONAL MUNICIPALITY**

### **Planner**

Dates Employed: Jan 2007 – Sep 2017

Employment Duration: 10 yrs. 9 mo.

Location: Halifax, Nova Scotia

## **EAST COAST MAPPING SOLUTIONS (ECMS)**

### **Business Owner / Director of Operations**

Dates Employed: Jan 2001 – Dec 2006

Employment Duration: 6 yrs. 0 mo.

Location: Halifax, Nova Scotia

## **OSP CONSULTANTS INC**

### **OSP Project Manager**

Dates Employed: Jan 1996 – Dec 2001

Employment Duration: 5 yrs. 0 mo.

Location: Halifax, Nova Scotia



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