

John Thompson

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Proven Wireless Business Leadership

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Experience

- Public Safety Solutions
- Business Leadership
- Business to Business Sales
- Multichannel Sales Growth
- Customer Advocate / Success
- Consulting
- Wireless Solution Designs
- Strategic Competitive Wins
- Change Agent
- Strategic Partnerships
- Channel Partner Management
- Complex Contract Negotiations
- Market Growth Strategies
- Building High Performing Teams
- SaaS, IT, Managed Services Sales
- Two Way Radio, Broadband, Microwave
- In Building Wireless Solutions

Professional Career (Proven Execution)



MOBILE COMMUNICATIONS AMERICA – SPARTANBURG, SC. 2017 to Present

Vice President of In-Building Wireless Services

Lead the in-building wireless solutions business unit providing public safety and cellular DAS systems for government and enterprise customers. Wireless integrator focused on custom designed solutions to provide in-building coverage and capacity meeting applicable codes. Leading the integration of multiple acquisitions across 14 States into a single cohesive business unit.

Vice President of Business Development

Vice President of Sales and Marketing

Responsible for leading the wireless carrier, tower site and spectrum business. Responsible for developing the rental business. Responsible for creating the marketing organization. Responsible for central support of MCA sales teams and sales enablement including cross-sell the full solution portfolio. Supported the launch of sales central support resources across business units and acquisitions. Responsible for developing the Technology As-A- Service offering for MCA. Responsible for eCommerce program growth. Responsible for CBRS pLTE business launch.



ENTERPRISE WIRELESS ASSOCIATION - HERNDON, VA

2021 to Present

Board of Directors

Support EWA mission of business enterprise users, wireless sales/service providers, private carrier operators, technology vendors and manufacturers in the deployment of wireless communications solutions that promote corporate productivity in the enterprise wireless space. Provide input for the strategy of the organization in support of its mission to affect radio frequency spectrum regulations and beneficial usage.

JOHN THOMPSON (CONTINUED)



TREXTEL INC - DULUTH, GA.

2016 to 2017

Executive Vice President of Sales and Marketing – North America Enterprise Market

Leading customer retention, driving growth, and business development activities for this Multi-Technology Solution Provider (MTSP), specializing in technology deployment, integration, and managed services for voice, data, video surveillance, point of sale, security, and digital signage solutions. Provide multi-vendor, multi-site solutions for some of North America's largest companies, with special focus on fast food, retail, financial services, and healthcare organizations. Specialize in making large scale deployments and IT managed services easy for organizations with hundreds and even thousands of locations. Responsible for building a sales, customer account management, sales engineering, and marketing program to drive rapid growth. TrexTel works through multiple channels with AT&T, other large VARs, and with direct customers.



MOTOROLA SOLUTIONS

MOTOROLA SOLUTIONS - LAWRENCEVILLE, GA.

2011 to 2016

Vice President Integrated Command and Control Solutions – North America

Selected by Executive Management Team to lead sales, customer account management and business development for one of three strategic growth focuses for Motorola. Responsible developing a new go-to-market strategy, market messaging and building a winning sales and demonstration team for the Public Safety IT Applications portfolio including; Computer Aided Dispatch, Records Management, Jail Management, 911 and 311 solutions. Responsible for all go to market resources. Sold turn-key solutions with full lifecycle support programs.



TECHAMERICA - WASHINGTON, DC

2009 to 2014

Board of Directors, Public Sector Board

Served on both the Federal and State and Local Market Board of Directors. Supported TechAmerica mission as a leading voice for the Information and Communications Technology (ICT) industry in the United States. Provided leadership and direction, for the strategy of the organization in support of its mission to affect the national and state level legislative agendas affecting IT companies and government CIO's. Supported various thought leadership efforts around emerging trends like; Cloud Computing, Mobility and procurement reform.



MOTOROLA

MOTOROLA – TYSON'S CORNER, VA.

2007 to 2011

Vice President and Director of Sales - Market Wireless Mobility 2008 - 2011

Responsible for acclimating five business development teams from several acquisitions including; Symbol Technologies, Mesh Networks and Orthagon Technologies into a single cohesive sales operation. Responsible for growth of new emerging technology solutions for the US Federal Government market across their global locations. Expanded sales through focused investment in key channel partners and focusing on large Federal programs. Lead a team including; sales, sales engineering, channel specialist, product management, and domain subject matter experts. Focused solutions include; wireless broadband, RFID, barcode systems, VOIP solutions, and mobile computers.

JOHN THOMPSON (CONTINUED)

Vice President, Integrator Alliances 2007 - 2009

Responsible for building a first-time team to establish business to business relationships with Systems Integrators to create incremental growth.



MOTOROLA – WASHINGTON, DC.

2006 to 2007

Vice President, Business Development – Government Relations

Lead for Motorola's successful capture of a Department of Commerce \$1B two-way radio interoperability grant program. Trained Department of Commerce and Homeland Security personnel, State and Local agencies, as well as the national Motorola sales organization on the most effective ways of accomplishing interoperability. Coached customers and sales teams in applying for funding.



MOTOROLA – ATLANTA, GA.

2002 to 2006

Vice President and Director of Sales, Integrated Solutions Division

Responsible for a team selling software by creating compelling solutions within the State and Local government market and with a focus on Justice and Public Safety operations automation. Utilized biometrics, enterprise application integration engines, jail management, computer aided dispatch, mobile computing, records management and other technology solutions to solve operational problems. Consolidated sales teams from several acquisitions into a single high performing team. Created effective program to work collaboratively within the larger sales organization in pursuing new business.



MOTOROLA COMMUNICATIONS ENTERPRISE – ATLANTA, GA.

1998 to 2002

Director of Sales Engineering

Responsible for a team of 100+ engineers to support the distribution and integration of five hundred million dollars in radio, video and data solution business across the eastern US. Created an Emerging Technology organization to evaluate new technologies and leverage the rapid convergence of wireless IT solutions, including; VoIP, WLAN and Bluetooth.



MOTOROLA LAND MOBILE PRODUCTS SECTOR – CHARLOTTE, NC.

1993 to 1998

Systems Integration Manager 1995-1998

Successfully executed over fifty systems integration contracts through a team of ten Project Managers. Responsible for the project cycle time, profitability and customer satisfaction for 132 million dollars in annual voice and IT systems integration business. Specific tasks included; business forecasting, customer dispute resolution, negotiations, contractor qualification, contractor relationship development, monitoring cost and schedule performance, reviewing and approving plans (staging, install, cut-over, training, documentation, testing), review and

JOHN THOMPSON (CONTINUED)

approve estimates (cost, scope and schedule), contract review and approval, total ownership of contract execution, allocation of resources, leadership and management of human resources.

Project Manager 1993-1995

Selected by leadership to establish new System Integration practice in Southeastern region. Successfully executed multi-million dollar systems integration contracts of radio and IT business solutions. Responsible for execution of project profitability, shipments, sales goals, cycle time and customer satisfaction. Managed project supervisors, contractors, partners, and multiple support organizations to meet project deadlines. Managed scope, schedule, risk, communications and cost of multiple multi-million dollar projects simultaneously. Quoted and supported the sale of the services, scope, and schedule for forty million dollars in wireless integration business.



MOTOROLA

MOTOROLA COMMUNICATIONS & ELECTONICS – COLUMBIA, MD.

1986 to 1993

Division Engineering Manager 1990 -1993

RF Engineer 1986 -1990

Responsible for leading a team of 25 sales engineers in developing competitive system designs to support the win strategies for fifty-two million dollars in wireless and IT business solutions. Served customers in the state and local government, industrial, and utility customers. Responsible for system design and technical support for all system sales and integration projects supporting 93 account executives.

EDUCATION / CERTIFICATIONS

MBA University of North Carolina at Charlotte

Project Management Professional

BSEE Widener University

Proven Skills

- *Miller Heiman*
- *Government Relations*
- *Change Agent*
- *Customer Advocate*
- *Productive Partnerships*
- *Coaching Essentials*
- *Team Builder*
- *Six Sigma Quality*
- *Salesforce.Com*
- *Complex Strategies*
- *Government Ethics*
- *Product Management*
- *Advanced Negotiations*
- *Complex Problem Analysis*
- *Greenfield Market Development*
- *M&A Work*