

Nara Sihavong

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Executive Profile

- Accomplished executive with demonstrated ability to deliver revenue and mission-critical results
- 25 years business development, sales, marketing & management experience
- 15 years' experience as a business owner in domestic and international markets
- 7 years in online marketing, digital strategy, social commerce design, deployment and marketing
- Carrier telecom experiences in wireless, voice, data, video, Global IP, WAN, data networking, managed solutions, telecom wholesale, satellite technology and Next Generation Networks

Skill Set

- C-Level engagement
- Strong leader with vision
- Ability to plan, organize, and manage
- Manage strategic relationships
- Superior relationship cultivation
- Pro-forma experience
- Spearhead business venture
- Venture capital fund raising
- Start-up modeling to functioning company
- Developing new market strategy
- Achieving sales strategy and goals
- Strong negotiation skill
- Negotiation of multi-million dollar contracts
- Ability to make difficult sound decisions

Professional Experience

Express Truck Service

Fresno, CA

VP of Marketing and Business Development

07/2018 - 4/2019

I am responsible for contracting regional and regional truck and transportation companies on to the truck towing and services in the Central California region.

Contagus

Fresno, CA

Founder, Head of Business Development & Innovation Officer

02/2014 - 7/2018

As founder, I built Contagus as the one of the most unique fundraising engine, over a technology platform coded in-house, to help organizations raise money for their cause. I lead the effort in sales and marketing to schools, associations and non-profits nationwide. Contagus the turn-key 4-in-1 fundraising platform is one-of-a-kind in the U.S.

Loyalty Networks Solutions

Fresno, CA

Founder & President

05/2010 - 01/2014

I developed a digital platform for e-commerce digital loyalty solution which grew to over 500,000 merchants in our own proprietary discount network. My key responsibilities included platform architecture, development, project management, strategic oversight, development of strategic partnerships and key account acquisition. The company serves clients from key sectors of the retail industry, telecom, banking, education, non-profits and associations.

Time Warner Cable
Project Management and Market Strategy (Contract position)

El Segundo, CA
11/2011 - 01/2012

I performed project management for the Time Warner Cable Wi-Fi networks build-out project in Time Warner Cable's largest market of Southern California. I was responsible for developing a market strategy, project management, business development and site acquisition with property management companies, government agencies and utility companies in Southern California.

Meosat Networks Ltd.
Managing Partner & APAC Regional Director for O3b Networks

Englewood, CO
01/2009 - 04/2010

I served as the Regional Director for O3b Networks, Meosat's sole client, functioning as the head of sales, marketing and international business development. O3b Networks is a multi-billion new generation medium-earth orbit satellite systems operator with coverage worldwide.

Key achievement: Contracted two strategic clients for O3b Networks totaling \$150 million 5-year contract, along with setting up a healthy sales pipeline for O3b Networks in the APAC region.

TelePacific Communications
Senior Account Manager

Fresno, CA
03/2008 - 01/2009

I handled sales to the business sector of voice, data, Internet and WAN solutions in Central California.

Key achievement: Expanded TelePacific brand and presence in Central California as a strong alternative telecom service provider to the incumbent and competitors through delivering on aggressive sales goals and working with business alliances, regional vendors and associations.

New Horizon Technology
Founder and Head of Business Development

Hong Kong
01/2005 - 02/2008

I founded NHT, built the company's global inter-connect infrastructure and marketed telecom wholesale services in the Southeast Asia region. I worked with C-Level executives in the carrier-to-carrier sales of voice, data and satellite wholesales services. NHT was the exclusive VoIP wholesale voice Gateway for Lao Telecom and Telecom Cambodia carrying over 240 million minutes, or one-third of each country's voice traffic, averaging \$8 million of annual gross revenue. Key relationships included Arbinet, Lao Telecom, Telecom Cambodia, Korea Telecom, iBasis, PCCW, Next Carrier, Brastel and Telco 214.

Key achievement: NHT helped bring carrier in Southeast Asia like Lao Telecom and Telecom Cambodia to global wholesale stage. A year into the operation in 2007, I guided NHT to receive a \$2 million in investment for equity stake from an investment group for a company valuation of \$10 million.

Sprint
Major Account Manager, Global Market Group

Honolulu, HI
08/1998 - 12/2004

One of my key responsibilities is to maintain \$50 million in annual base-revenue in the Hawaii from business and enterprise accounts and grow revenue via new account acquisition. My accounts included

the Hawaii's top 250 companies, wholesale carrier business, government and military accounts. The services I offered included wireless products, voice, data, video services, hosted and managed solutions, global WAN access, VPN, co-location, conferencing, satellite services, equipment sales and network integration services.

Key achievement: Helped Sprint operations in Hawaii in maintain a dominant market share of 57 percent for Sprint core services, compared to 7 percent market share for Sprint on the US mainland.

IntelComm

Honolulu, HI

Co-Founder and Head of Sales

01/1998 - 07/1998

I oversaw business development, sales, marketing and operations of the company. I negotiated agency contracts and forged partnerships with telecom providers, related technology and network solutions companies to expand product offering for IntelComm.

Key achievement: I established key relationships with channel partners for the company to enable for the company to offer a one-stop-shop network solutions to serve the SMB market.

Sprint Wireless (Formerly PrimeCo PCS)

Honolulu, HI

Channel Manager of Company Flagship Stores

06/1995 - 12/1997

As a part of the executive team to launch the third digital wireless phone carrier in the US, I oversaw the build-out of company flagship retail stores in Hawaii. My responsibilities included project management during and after company launch, overseeing store constructions, hiring, training, project management and vendor management. I managed a team of 45-55 sales and support staff.

Key achievement: I helped the third digital wireless company in the US to establish a market place stronghold with a goal toward a lucrative acquisition by Sprint. The Hawaii Stores under my management achieved top 5% performances of the company's 11 markets in the U.S.

T-Mobile (formerly VoiceStream Wireless)

Honolulu, HI

Sales – Business Accounts

01/1995 - 05/1995

I was responsible for selling services to the Hawaii top 250 companies and businesses.

Key achievement: Helping to establish a new digital wireless service into the market for the company.

Sprint Wireless

Washington D.C.

Channel Manager of Company Flagship Stores

04/1994 - 12/1995

As a part of the management team to launch the first digital wireless phone carrier in the US, I oversaw the build-out of company flagship retail stores in the Washington DC & Baltimore Area. My responsibilities included project management during and after company launch, overseeing store constructions, hiring, training, project management and vendor management. I managed a team of 30-40 sales and support staff.

Key achievement: Sprint Spectrum outsold Bell Atlantic Mobile and Cellular One, the two largest cellular carriers in the nation, by 10 to 1 ratio after the launch of business. Sprint Spectrum transformed the entire mobile phone industry in the US and worldwide.

Bell Atlantic Mobile

Arlington, VA

Assistant Manager of Company Flagship Store

01/1993 - 03/1994

I oversaw the overall operations of the Bell Atlantic Mobile retail store performing sales and marketing to the local businesses and residential customers.

Northwest Mutual Life Insurance

Arlington, VA

Insurance Agent

12/1991 - 12/1992

I performed sales of life insurance, health insurance and investment products.

Banker's Security Life Insurance

Arlington, VA

Mass Marketing Representative & Agency Support

01/1990 - 11/1991

I served as the key support and implementation to the general agencies across the Eastern seaboard in the onboarding of payroll deduction programs for corporate health and life insurance group plans. I conducted the auditing and maintenance of policy management systems and data integrity.

Education

George Mason University

Fairfax, VA

International Relations. Bachelor of Arts

January 1990

Chaminade University and University of Phoenix

Honolulu, HI

MBA (Did not degree)

2000-2004

Community Achievements and Activities

- **US Ambassador Award** for forging relations between the United States and Laos (2004)
- **Wrestling coach** of high school and middle school programs (30 years). 9 years at Punahou. 5 California Team State Championships.
- **Board Member:** Wrestlers in Business Network, Central Valley Wrestling Association (CA)