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**JEFFREY W. ALLEN**

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**SUMMARY OF QUALIFICATIONS**

- Innovative senior executive with broad ranging sales, management, and service expertise in the telecommunications industry.
- High energy, solutions oriented, and experienced in creating and implementing sales initiatives and strategic marketing plans to achieve corporate objectives.
- Honest, hard working, and quick to learn the structure of an organization, with demonstrated proficiencies in raising capital, generating revenue, growing market share, and improving profitability.
- Versatile leader with proven experience in identifying and grooming personnel for key positions within a sales and service organization.
- Articulate, resourceful, and successful in building relationships in a corporate setting.

**PROFESSIONAL EXPERIENCE**

FAIRPOINT COMMUNICATIONS, INC., Portland ME

June 2007 - Present

**Executive VP Northern New England Operations**

- Lead the Northern New England Business for FairPoint.
- Responsibilities include, Sales, Engineering and Operations, IT, Reporting and Metrics, Customer Operations, Billing and Customer Service.

Accomplishments:

- Reorganized organization to achieve success.
- Substantially improved virtually all performance metrics.

**Executive VP External Relations**

- Responsible for Government Relations, Economic Development and Community Relations for FairPoint nationwide.

Accomplishments:

- Established a strong link with state government to jointly roll out economic development programs – such as Mobilize Maine in the state of Maine.
- Established a comprehensive program of Community Giving throughout Northern New England.

**Assistant VP Customer Operations**

- Responsible for establishing and running the customer operation organization in NNE for the Business and Wholesale units.

Accomplishments:

- Defined customer operations organization and staffed with professional leaders.
- Initiated the processes and procedures necessary to run the business.

DATAPATH, INC., Nashua, NH

December 2005-June 2007

**General Manager Wireless**

- Manage daily operations of the newly acquired Wireless division for a satellite communications company.
- Played a key role in the sale, transition, and integration of Third Rail Americas, Inc. into the Datapath organization.
- Identified potential new markets and worked with sales executives and engineers to expand and modify Datapath's product and service offerings.
- Determined staffing needs, interviewed and hired personnel for general and engineering staff, assembled functional teams, and developed reporting systems during the first several months of operation.

Accomplishments:

- Recognized for securing the first wireless revenue stream for the company in less than 12 months of service.
- Sold and delivered the first production orders for a military robotics program and a Homeland Security network sale.

THIRD RAIL AMERICAS, INC., Nashua, NH

January 2005-December 2005

**Chief Executive Officer**

- Directed the operational strategies of the organization and secured the necessary capital for the company to thrive.
- Established profitable business relationships with four large partners and closed several substantial government contracts.
- Defined specific markets and transformed Third Rail's products and services into marketable offerings to serve client needs.

Accomplishments:

- Successfully promoted and sold the company to Datapath at a market premium.

INTELLISPACE, INC., New York, NY

April 2000-June 2004

**President / CEO / Chairman of the Board**

- Created and directed the implementation of daily efforts related to the overall strategy of the organization.

Accomplishments:

- Increased annual revenue \$15MM, gross profit \$23MM, and EBITDA \$43MM.
- Raised \$100MM from the venture capitalist marketplace.
- Reduced monthly cash burn from \$5MM to \$500K.
- Expanded the number of customers four fold to 4,000 business clients.

**Chief Operating Officer**

- Transformed a start-up organization into an industry leader and directed all daily operations of the firm.
- Represented the firm in the media, including appearances on CNNfn, ABC News, and WOR radio.

Accomplishments:

- Successfully opened up the New England, Mid Atlantic, Mid West, and UK markets.

CONECTIV CORPORATION, Wilmington, DE

July 1997-January 2000

**Corporate Vice President / General Manager Conectiv Communications**

- Initiated and managed the Conectiv Communications subsidiary serving primarily business clients, with total executive responsibility for all functional areas.
- Assembled, trained, and coached a team of 350 telecom professionals and installed 75,000 access line equivalents.

Accomplishments:

- Achieved a \$50 million revenue runrate in two years.
- Received an enterprise valuation of \$450 million by CSFB and Merrill Lynch.

INTERMEDIA COMMUNICATIONS, INC., Tampa, FL

January 1997-July 1997

**Vice President - Alternate Channels Sales**

- Directed global sales through the agent, partner, and wholesale channels and reorganized all non-direct sales functions into one cohesive unit.

Accomplishments:

- Closed a significant wholesale frame relay contract with Bell Atlantic.

FRONTIER COMMUNICATIONS, Rochester, NY

1992-1996

**President - Frontier Communications of Rochester (August 1995- December 1996)**

- Managed the operations of deregulated business in the Rochester, NY market.
- Designed and implemented strategies to increase revenues and market share in an open market environment.
- Developed a business plan and implemented corporate strategies to provide integrated telecommunications services to the market.

**Vice President of Sales - Integrated Services (August 1995-December 1996)**

- Managed a direct sales organization offering bundled total telecommunications solutions to business customers in nine states and generating \$500 million in revenues.
- Integrated the sales organizations from five acquired companies into one cohesive team.

Accomplishments:

- Developed a top producing direct sales team and achieved twice the company average in revenue per sales rep.
- Reduced customer attrition to less than 2%.

**President - Eastern Region** (March 1995-August 1995)

- Managed sales, customer relations, and credit/collections efforts for the East Coast and upper mid-west states.

Accomplishments:

- Increased sales productivity by 57.3%, decreased business customer attrition to 1.63%, and reduced bad debt to 1.27%.

**President - New England Region** (August 1993-March 1995)

- Directed a separate business entity with total executive responsibility for Sales and Operations, including Human Resources, Information Systems, Marketing, Customer Service, and Regulatory.
- Managed the upgrade of main switch without service interruptions to customers.
- Developed a positive regulatory environment in all markets served.

Accomplishments:

- Increased profitability by over 50% and maintained the highest sales productivity in the corporation.

**Vice President - Metro Sales, RCI** (January 1992-August 1993)

- Managed six branch offices selling long distance service in major metropolitan markets in the Northeast.
- Developed professional sales teams in each branch office and established a sales agent distribution channel.

Accomplishments:

- Increased the average sale by 225% through targeting of larger customers and using consultative sales techniques.
- Grew average monthly revenue by 700% with only a 10% increase in head count.

MCI TELECOMMUNICATIONS CORPORATION

1989-1992

**Senior Branch Manager**, Boston, MA (1990-1992)

- Managed sales and customer service operations in the Boston market, with profit/loss accountability.

Accomplishments:

- Improved sales from 50% of quota to 134.5% of quota in 12 months and dramatically reduced employee turnover.
- Achieved top profit contribution in the division for 1991.

**Branch Manager**, Rochester/Syracuse, NY (1989-1990)

Accomplishments:

Attained #1 Branch in the Division (1990) and #1 in Sales Nationally for Vision Product Sales (1990).

ACCEL SYSTEMS, INC., Rochester, NY

1985-1988

**Executive Vice President / Owner**

- Operated an office equipment dealership with oversight of Sales, Service, and Administration.

Accomplishments:

- Secured over \$1 million in capital to fund a company expansion.
- Built revenues from \$600K per year to \$3 million per year.

RAYTHEON DATA SYSTEMS, Norwood, MA

1983-1985

**North American Sales Manager - Distributor Operations**

- Directed activities of 19 distributors selling data equipment in the U.S. and Canada.

IBM CORPORATION, Rochester, NY & Boston, MA

1977-1983

**Regional Account Representative/Account Representative - National Accounts Division**

**EDUCATION**

UNIVERSITY OF MICHIGAN, Graduate School of Business, Ann Arbor, MI

1996

**Executive Program Certificate**

- Intensive one month program for senior executives covering Strategic Planning, Finance, Human Resources, Marketing, and Information Systems.

UPSALA COLLEGE, East Orange, NJ  
B.S. Degree in Business Administration

1977

**COMMUNITY INVOLVEMENT**

Member, Council on Foreign Relations  
Board Member, PENJERDEL Council  
Board Member, Highland Hospital  
Vermont Business Round Table

2001-2005  
1999-2000  
1996-1997  
1993-1995  
2007-Present

**REFERENCES**

References are available upon request.