

# **BRIAN ESTREM**

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## **CAREER HISTORY**

### **U-REKA BROADBAND VENTURES LLC, STILLWATER, MINNESOTA, 2006-PRESENT**

#### **PRINCIPAL**

- Provide Business Planning, Operational Planning, Network Design, Project Management to Municipalities, Competitive and Incumbent Service providers and Private Businesses across the United States.
- Managed engineering, construction and activation of multiple fiber-to-the-home projects; created project time lines and deliverables, coordinated tasks with internal and external staff and was ultimately responsible for construction and close of projects.

### **FTTH COMMUNICATIONS LLC, Roseville, Minnesota, 2003 - 2006**

#### **DIRECTOR OF OPERATIONS**

- Managed daily operations for a facilities based CLEC providing triple play broadband services in three communities surrounding the greater Minneapolis area.
- Managed engineering, construction and activation of multiple fiber-to-the-home projects; created project time lines and deliverables, coordinated tasks with internal and external staff and was ultimately responsible for construction and close of projects.
- Evaluated fiber-to-the-home broadband access platforms, IP video solutions and accessories; created needs analysis and application specific solutions based on customer and operational input.
- Developed processes and procedures to reduce cost in construction, activation and support of fiber-to-the-home networks; worked with internal and external staff to streamline the process to lower capital and expense costs regarding activation of subscribers.

### **OPTICAL SOLUTIONS, INCORPORATED/CALIX, Plymouth, Minnesota, 1998 - 2003**

#### **DIRECTOR OF CUSTOMER SERVICE & INTERNATIONAL SALES**

- Recruited as member of Ground Floor Management Team that managed growth of customer service group from 2 to 35 and overall company growth from 15 personnel to 260.
- Project managed broadband access equipment implementation initiatives for 46 accounts.
- Developing/maintaining strategic account relationships, engineering, and OEM partnerships.
- Directing customer service and international sales operation serving ILEC and CLEC, Regional Bell Operating Companies, developers, and municipalities.
- Recruited technical operations professionals and launched Sales Engineering Support Service and Technical Operations Departments from ground floor.
- Partnering with engineering firms and customers to conduct business case analyses for the development of cost-effective fiber-to-the-home solutions.
- Managing technical operations teams and assuring top-level field installation and on-site customer support.

### **WANG MULTI-VENDOR SERVICES/DATA SERV, Chanhassen, Minnesota, 1985 – 1998**

#### **REGIONAL SUPPORT MANAGER, 1997 – 1998**

- Managed operations and budgets for 650-person technical region generated \$100-million in revenue.

#### **REGIONAL MANAGER, 1996 – 1997, MULTIPLE MANAGEMENT POSITIONS, 1996-1985**

- Managed 220 employees in 12-state geographical area.

