

# MARTINA REYES

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## SENIOR EXECUTIVE: CEO | COO | GM

Telecommunications | Edge Computing | IoT | Machine Learning | Autonomous Vehicles

Entrepreneurial leader with rich, global experience in emerging technologies and startup organizations. Repeatedly delivered innovative, high-value solutions that fueled revenue gains.

- ❖ Managed P&L up to \$25M and staff up to 500; increased a startup's valuation 12x to \$300M+ in 5 years.
- ❖ Captured \$100M in multiple funding rounds and partnerships.
- ❖ Won new business and grew Fortune 25 accounts: Google, Verizon, Vodafone, Deutsche Telekom.

Board Member | Patent Holder | Keynote & Featured Speaker | Industry Thought Leader

## PROFESSIONAL EXPERIENCE

### MANAGEMENT & ADVISORY ENGAGEMENTS

12/2017–Present

#### Leadership and Operational Consultant

*Representative Client Base:* Tarana Wireless • Signal Laboratories • RTO Wireless

Engaged by venture capital, private equity, and private investor clients for expertise on business launch, product, funding, finance, growth strategy, staffing, and operations.

- ▶ Delivered strategic advice on portfolio companies, startups, and innovations featuring edge computing, machine learning, autonomous vehicles, Internet of things (IoT), MIMO, backhaul, fixed access, and 5G.

### ZOMO WIRELESS, INC. – Chicago, IL & Pune, India

7/2011–11/2017

*Provider of the first truly viable 5G wireless alternative to fiber in residential and enterprise applications*

**President & Chief Executive Officer / Board Member** (3/2012–11/2017)

**Chief Operating Officer / Board Member** (7/2011–3/2012)

Recruited by company founders to integrate entrepreneurship with professional leadership for a new venture with no product or market. Became the first non-founder President & CEO and served as de facto Board Chair.

#### BUSINESS RESULTS

- ▶ Built the teams, product, and customer base that propelled the company to leadership in a crowded market.
- ▶ Increased company valuation 12x to \$300M+ during tenure.
- ▶ Secured \$45M in multiple rounds and \$35M in non-dilutive financing from Fortune 25 partners.
- ▶ Grew annual revenue to \$25M.

### ORGANIZATIONAL & PRODUCT DEVELOPMENT LEADERSHIP

- ▶ Moved quickly to prioritize and lead a master growth plan. Created a professional leadership team and grew an 8-person startup team to 125, with 75% highly educated domain experts. Forged an empowerment culture that delivered exceptional innovation and near-zero voluntary attrition despite FAANG competition.
- ▶ Focused founders on a single, highest-potential product, and articulated the vision that resulted in the invention, design, and commercialization of a groundbreaking wireless platform.

### MARKET GROWTH & BUSINESS PARTNERSHIPS

- ▶ Conducted roadshows for successful Series B, C, and D rounds, providing the business case to bring in Deutsche Telecom, Blom Capital, and AT&T as investors.
- ▶ Negotiated and signed commercial distribution agreements with partners such as Nokia, Ericsson, and SIAE.

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**ZOMO WIRELESS**, *continued*

- ▶ Provided market leadership to target and secure Tier 1 customers including Vodafone, Deutsche Telekom, AT&T, Verizon, Google, and USG.
- ▶ Elevated the company's brand on the global stage as a thought leader and speaker at industry conferences.
- ▶ Retained by the Board as a consultant following investor changes that led to installation of a new CEO.

**WINDLOOP TECHNOLOGIES, INC.** – Chicago, IL

2009–2011

*Global telecommunications corporation with innovative solutions for wireless communications networks*

**Vice President, Advanced Radio Systems**

Recruited to provide technology and business leadership for the company's next-generation business unit. Held full P&L responsibility for a business with small cell base stations, active antenna, radio head, and cognitive products for 3G and 4G networks.

- ▶ Drove the company's transformation from a component manufacturer into an end-to-end network system provider by creating the organizations and processes to catalyze rapid product development and launch.
- ▶ Took fast and calculated actions to plan and execute business strategies; secured partners including Samsung and customers including Tier 1 wireless carriers in the US, Europe, and Asia.
- ▶ Built an innovation culture and team of talented, inspired, high-impact professionals across all functions.

**TOWER COMMUNICATIONS** – Chicago, IL

1997–2008

*Wireless communications software company serving 4G networks; subsidiary of NTT*

**Board Member / President • EVP Operations • VP Engineering • Director of Engineering • System Engineering Manager • System Engineer**

Fast-tracked through multiple promotions from technical to general management roles. Selected in 2005 as President and Board Member upon Tower's acquisition by NTT.

- ▶ Led the company to global leadership in physical layer software and multi-antenna signal processing for wireless communication systems. Set and executed a vision for high performance, efficiency, and reliability.
- ▶ Oversaw growth of 150% during a 2-year period and expansion of a global footprint with offices in the US, Japan, Korea, UK, Italy, Israel, and China.
- ▶ Forged partnerships, licensing agreements, and customer relationships in the US, Europe, Asia, Middle East.

**TRW SIG (Northrop Grumman)** – Sunnyvale, CA

1993–1997

*Advanced signal processing intelligence group serving US government agencies and allies*

**Senior Software Engineer**

ADDITIONAL EXPERIENCE

**EDUCATION**

NORTHWESTERN UNIVERSITY

**MSCE**, Emphasis on software, computer architecture, and operation system design • 1998

**BSEE**, Emphasis on electronics and signal processing • 1993

**PROFESSIONAL AFFILIATIONS**

TELECOM INDUSTRY ASSOCIATION (TIA): Board Member • Regulatory Chair • Executive Committee Member

4G AMERICAS: Board of Governors

SANTA CLARA UNIVERSITY: Advisory Board Member – School of Engineering, Electrical Engineering

**DISTINCTIONS**

2015 Distinguished Engineering Alumni Award – NORTHWESTERN UNIVERSITY

4 patents (3 US and 1 international): IP portfolio strategy and management