

Greg R. Fegley

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Summary

Senior Management Professional with more than 20 years experience in global software, technology and manufacturing companies. Broad management background, with significant accomplishments in Operations, Customer Care and Delivery Fulfillment. Specific expertise in developing people and delivering results through cross-functional teams. Strengths include leadership, problem solving and follow-through. Core competencies include:

- Budget Development & Management
- Financial & Strategic Planning
- Operations
- Customer Relationship Management
- Program & Project Management
- Revenue Generation
- Contract Negotiations (Buyer & Seller)
- Leading Teams & Mentoring
- M&A Due Diligence

Professional Experience

TELESCIENCES, INC., Mt. Laurel, NJ **2005 – 2008**

Global software and services company providing solutions to fixed, mobile and IP network operators and telecom equipment suppliers. (ISO 9001-2000 originally certified in 1996)

President & CEO / COO / Corporate Treasurer / Board Director

Restructured a forty-year-old 'start-up' after successful management buy-out (MBO). Refocused business from an engineering focus to a sales and marketing driven organization. Directed P&L, cash and contracting management, and budget development.

- Led Management Buy-Out of the \$15M Mediation Division, including all product intellectual property rights from EDB Business Partner ASA (Oslo, Norway).
- Secured \$25M investment capital commitment from Spire Capital Partners (private equity firm with \$600M under management) and Ariston Global to build a portfolio of operational support system companies with TeleSciences as the platform company.
- Retained major customer account relationships and renewed annual customer support agreements comprising 50% of total revenue during the transition of ownership.

EDB TELESCIENCES, INC., Mt. Laurel, NJ **1999 – 2005**

Securicor Telesciences was acquired by EDB Business Partner ASA (Oslo, Norway) in 1999 and added to their Telecom Business Unit.

President & CEO / Board Director, 2004 - 2005

Directed the Mediation Division of the telecom business unit with operations in the US and Norway. Restructured division to facilitate the sale of the \$33M telecom business unit.

- Reorganized and reduced costs, in US and foreign operations, by 25%, while meeting customer delivery schedules and maintaining high quality and service levels.

COO / Corporate Secretary, 1999 – 2004

Reported to President and managed all customer deliveries and support operations globally during this high growth period. Worked closely with the sales organization developing customer account strategies, approving all proposal responses, negotiating customer contracts and maintaining customer relationships.

- Directed all operations activities delivering projects for product and services worldwide. Generated \$22M (on average) revenue annually, while optimizing cash collections and managing customer expectations.
- Negotiated general purchase and supply agreements totaling in excess of \$35M in revenue (over 4 years and with 10% margin improvement) with Fortune 500 customers and partners worldwide for turnkey solutions. (Alcatel-Lucent, Ameritech, AT&T, Cable & Wireless, Cegetel (France), Cisco, Hutchinson Microtel (UK), Nortel Networks, NYNEX, Qwest, SBC Communications, and Siemens)

SECURICOR TELESCIENCES, INC. (aka AXIOM, Inc.), Moorestown, NJ **1988 – 1999**
Telesciences CO Systems was acquired by Securicor Communications (London, England) in 1994 and completed an IPO in 1997, changing its name to Axiom, Inc.

Director / VP Operations Support / Corporate Secretary

Hired to establish materials management program and resolve excess & obsolete inventory crisis.

Promoted to VP Operations with additional responsibility for all customer service operations.

- Achieved 100% renewal rate and generated annual support revenues of over \$8M by spearheading company-wide ‘Customer Satisfaction Plan’ to correct quality deficiencies in major software and hardware releases.
- Restructured customer care product offering and implemented a more effective contract renewal process, improving efficiency, up-sell opportunities and cash collections.
- Consolidated and integrated operations for multiple acquisitions, saving over \$4.5M per annum, without disruption of customer delivery schedules or degradation of service levels.
- Managed \$2.4M facility construction and relocation project. Completed project on time and within budget.
- Planned and implemented both domestic and international installation projects utilizing partners, in-house and subcontract resources, generating revenues of \$4.8M annually.

NORTHERN TELECOM, INC. (NORTEL NETWORKS), Moorestown, NJ **Prior to 1988**

Marketing / Product Line Manager, 1986-1987

Reported to the Division General Manager and directed all new product planning, project management, market introduction and sales support for the diagnostic / test equipment product line, generating more than \$7 million in annual sales revenue.

Materials Manager / Director of Manufacturing Operations, 1980-1985

Reported to the Division General Manager with P&L responsibility for all product lines, generating \$26 million of revenue annually. Consistently exceeded organization objectives for throughput, on-time shipments, quality, and inventory reduction during a time of explosive (+225%) revenue growth.

SPECTRON, Moorestown, NJ, 1975-1980

(Manufacturer of data communications test equipment)

Managed several functions, including production control, materials management, purchasing, warehousing, and manufacturing systems, resulting in promotions with expanded responsibilities.

Education

RUTGERS – THE STATE UNIVERSITY OF NEW JERSEY, Camden, NJ

Bachelor of Sciences Degree in Management Sciences with highest honors (*summa cum laude*) while working full time

Professional Development

- Achieved Certification in both Production & Inventory Management (CPIM) and Integrated Resource Management (CIRM) from The Association for Operations Management (APICS) while working toward Bachelors Degree
- Other selected training: Effective Management, Marketing Concepts and Strategies, Program Management, Effective Negotiating, Value Analysis, Finance for Non-Financial Managers

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