

Pat J. Lewis

Office: 303-699-1602

Mobile: 303-437-4128

pat.lewis@hightidepartners.net

Sales and Marketing executive with a track record of exceeding sales objectives, attracting new customers and satisfying unique customer requirements through the modification of existing products and services. Successfully managed, trained and developed Account Executives and Consultants in their sales and support functions for network interconnection, access and billing services. Experienced manager and project leader, including design and construction of technical sites and administrative office facilities.

HighTide Partners, LLC

Business operations consulting firm and outsourced resource provider.

Co-founder and, since March 2008, responsible for sales and marketing activities of this value-added consulting practice. HighTide Partners is an outside resource to technology driven service providers offering strategic guidance and tactical project implementation in the management and reduction of operations costs to improve efficiency and profitability. Target clients include those in telecommunications, energy/power, and medical industries; particularly those transforming from regulated to highly competitive business models or facing restructuring or downsizing challenges. Capabilities are particularly valuable for joint ventures, mergers, acquisitions, integrations, bankruptcies, and other events requiring unique expertise.

East Arapahoe Metropolitan District

Regional Public Utility District

Elected Position

Served four terms on Board of Directors, between 1998 and 2004, with one term each as Secretary, Treasurer and President. Responsible for establishing tax rates in accordance with state law; negotiating with state organizations and private vendors to maintain and improve all commonly held land and resources. Developed detailed RFP and oversaw major, custom signage program from bid through construction.

Saddle Rock Ranches Homeowners Association

Arapahoe County, Colorado

Elected Position

Elected to three terms between 1997 and 2003, serving initially as Secretary and later as President. Developed neighborhood newsletters and directories; spearheaded covenant changes and managed outside counsel during successful litigation involving homeowner rights and covenant enforcement.

USWest

Regional full-service communications service provider.

Account Manager, Carrier Marketing

Following divestiture of USWest from AT&T, directed the activities of Account Executives and Consultants providing network interconnection, access services, and business consulting vital to customers' provision of their own long distance services. Responsible for direct sales and support in addition to representing customer interests within USWest for new products and services. Developed subordinates in sales, marketing and account management skills and advised senior management on new developments and market trends. Negotiated one of the first collocation agreements in the nation. Consistently exceeded \$50 million billed revenue and contract sales objectives.

USWest (continued)

Manager, Real Estate Design and Construction

Managed the identification, planning, design and construction of all USWest buildings, office furnishings, and technical facilities in Nebraska and South Dakota between 1985 and 1988, with \$12 million annual budget. Developed project objectives with internal clients, managed the development of long range use plans for each major building and equipment location and managed subordinates to successful project delivery. Supervised the selection and contract negotiations with professional design consultants and licensed contractors. Trained and developed employees consisting of designers, architects and engineers to ensure professional growth and performance. Curator for the corporate art collection.

Account Executive, Industry Consultant

Effectively sold and supported services for Diversified Markets' customer base of Tier-2 and Tier-3 carriers who have varying degrees of business knowledge and capabilities. Successful in attracting new carriers to the USWest territory using direct mail and other, new marketing programs. Helped clients understand and implement changes resulting from regulatory mandate for equal access, including Dial-1 Presubscription. In 1984, sold the first billing services contract provided by USWest to a competitive carrier.

AT&T Information Systems

Global telecommunications equipment and system provider.

Account Executive, Industry Consultant

Responsible for direct sales of telecommunications voice and data equipment to professional and trade companies during 1983. Achieved 147% of sales objective, ranking in the top 5% of sales.

Northwestern Bell Telephone Company

Regional Bell Operating Company providing local telephone service.

Account Executive, Industry Consultant

Responsible for sales and account management from 1979 to 1982 for wholesale distribution firms, including base management, growth sales, and market development. Exceeded sales objectives annually. Directed marketing team composed of craft, first and second level management personnel in marketing support positions.

Directory Telephone Sales Representative.

Telephone sales of yellow-page advertising starting in 1977. Consistently ranked in the top 3% of the sales organization.

Education:

Bachelor of Arts in Psychology, Bellevue University, Bellevue, NE

Extensive Sales and Marketing training through AT&T and Bell System management development programs.

Other:

Active in numerous community programs focused on Colorado Public Schools and food programs for the elderly and terminally ill.