

Profile

Which Boards would you like to apply for?

Alcoholic Beverage Control Board: Submitted

Please select your first Board preference: *

Alcoholic Beverage Control Board

Please select your second Board preference: *

Wake County Water Partnership

Please select your third Board preference: *

Water Partnership

Please select your fourth Board preference: *

Citizen's Energy Advisory Commission

Please select your fifth Board preference: *

Information Technology Advisory Committee

Please select your sixth Board preference: *

Fire Commission

Dave
First Name

W
Middle Initial

Adams
Last Name

2519 Ferdinand Drive
Street Address

Suite or Apt

Knightdale
City

NC
State

27545
Postal Code

What district do you live in?

None Selected

Home: (919) 601-2544
Primary Phone

Home: (919) 601-2544
Alternate Phone

davewilliamadams@gmail.com
Email Address

Ciena
Employer

Sr Project Manager
Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Knightdale

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I am interested in serving on a Board or Commission because I believe it is imperative to give back to my community in meaningful ways. Serving on a board provides a unique opportunity to contribute my skills, experience, and perspectives to help shape the future of our community. It allows me to collaborate with other dedicated individuals to address local challenges, create opportunities, and foster a stronger, more vibrant community. I am passionate about making a positive impact, and I believe that by serving on a board, I can help implement policies and initiatives that will benefit all community members. This role aligns with my values of civic engagement and social responsibility, and I am committed to making a lasting difference through dedicated service.

Work Experience

From 1991 to 2001, I served in the United States Army, where I developed strong leadership, teamwork, and problem-solving abilities. This experience instilled in me a deep sense of duty and commitment to serving others. Since 2001, I have worked in the Information Technology sector, primarily as a Project Manager. In this role, I have honed my skills in strategic planning, resource management, and stakeholder communication. I have successfully led diverse teams to achieve complex goals and deliver impactful results.

Volunteer Experience

Over a decade ago, I served on the Town of Knightdale Parks and Recreation Advisory Board. During my tenure, we began the initial planning for the Knightdale Station Park, a project that has had a tremendous impact on the Town of Knightdale. This experience demonstrated the power of collaborative efforts and strategic planning in creating lasting, positive change in the community.

Education

I am pleased to announce that I have successfully earned a Master's Degree in Project Management from Western Carolina University. In addition, I currently hold the distinguished Project Management Professional (PMP) certification.

Comments

Serving on a board will allow me to leverage my professional expertise and personal values to help address community challenges, drive innovation, and create opportunities for growth and development. I am passionate about making a positive impact, and I am committed to contributing effectively to the work of the board.

[Dave_W_Adams_Resume_2_.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

Date of Birth

Gender *

Male

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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PROJECT MANAGEMENT LEADER

STRATEGY & DIRECTION | PROJECT TURN-AROUNDS | VENDOR MANAGEMENT | RFP/RFQ MANAGEMENT

Honorably-discharged military leader with hands-on experience delivering complex projects through sound analysis, aggressive strategy formation, risk management, staff development, resource maximization, and dedication to success; value add expertise includes marketing, business development, operations management, and client relations.

CAREER HIGHLIGHTS

- Strategic and tactical professional with a reputation for incorporating forward-thinking processes into existing frameworks and architectures. Effectively and efficiently directs multiple tasks through innovative software and tools and hands-on, complex Project Management successes.
- Persuasive leader with a proven record of success developing and directing sound and comprehensive approaches to salvaging struggling projects and motivating staff to meet common goals.
- Interpersonal skills and relationship management abilities result in a resourceful leader that directs concurrent projects and cross-functional teams through resourceful problem solving and appropriate technical solutions; seeking to continue honing expertise with an organization poised for growth and that values diligence, commitment, and bottom-line results.

Strengths & Distinctions:

Executive Level Presentations ♦ Complex Negotiations ♦ Protecting Stakeholder Interests ♦ Results Analysis ♦ Team Development & Leadership ♦ Risk Management ♦ Vendor & Customer Management ♦ Business Decisiveness ♦ Change Agent ♦ Issue Identification & Solutions Development ♦ Strategic & Analytical Business Planning

PROFESSIONAL BACKGROUND

March 2020 – Present – Metronet, LLC– OSP Project Manager

- Monitor progress against the project time schedule and budget, identifying and mitigating diverse trends through effective corrective management actions.
- Organizes, plans and monitors multiple activities spanning end to end project delivery, people and resources management.
- Interact and negotiate with contractors and subcontractors.
- Coordinate activities of sub-contractors and relocation of technical functions.
- Establishes a cooperative team environment.
- Develops input to departmental, business unit, and enterprise direction and strategy.
- Maintains detailed project records and communication artifacts.
- Identifies and focuses project teams to achieve or exceed realistic milestones and objectives.
- Responsible for people management, including goal setting and providing performance feedback.

August 2018 – March 2020 Lambert's Cable Splicing – Senior Project Manager

- Manage all aspects of fiber optic construction project including outside plant, scope of work, milestone and financials associated with the Verizon One project for the Charlotte, Winston-Salem/Greensboro and Raleigh/Durham markets.
- Manage a team of 5 project managers and 1 project coordinator to assist with the schedule, scope and cost for each market.
- Continuous communications with Delivery Teams to ensure work is on track and issues are identified and addressed immediately.
- Constantly working to increase efficiencies and reducing lag time with engineering, permitting, planning and construction resources.

Dave W. Adams, page 2

- Established scope of work, identifying milestones and project completion dates.
- Analyze and effectively manage stakeholder expectations.

June 2018 – August 2018: Allscripts. Raleigh, NC – Project Manager

- Serve as single point of contact for 25 small to medium size healthcare physician practices across the U.S. Responsible for upgrading and migrating clients current EHR/PM platform to the new Allscripts hosted platform.
- Work with client and internal partners through all phases of the implementation to successful completion.
- Responsible for enhancing customer awareness of full product functionality and best practice.
- Identify roadblocks, develop solutions for timely migration and escalated issues as needed
- Supplied customers and management weekly updates with detailed project plan, meeting notes, and action item list to keep project on task
- Built dynamic relationships with internal and external teams, fostering smooth and fluid migration.

2016 to 2018: Calix. Raleigh, NC – Project Manager

- Serve key role driving project success through team leadership and technology expertise for a global telecom equipment manufacturer with \$500M in annual revenues.
- Lead a 22-person team through a complex nationwide upgrade on Windstream and CenturyLink networks to improve performance and drive client satisfaction, managing a \$23M project through major challenges.
 - Salvaged an underperforming contract by centralizing logistics and dispensation of equipment, managing and negotiating vendor contracts, implementing cost control and equipment ordering improvements, and streamlining equipment deliverables to improve project performance while delivering \$250K in cost savings.
- Developed and implemented improved job descriptions and talent requirements to develop a top-performing team of cross-functional technicians to install, troubleshoot, and resolve issues in a timely and comprehensive manner.
- Assessed 200+ locations involved in the CenturyLink upgrade project to assess project status, analyzing operations to identify productivity gaps and opportunities for improvement, and then developing and implementing an effective action plan that transitioned a struggling project to a successful customer deliverable.
 - Served as change agent to facilitate best processes to deliver a project estimated to be \$2M over budget and 8 months behind on time and at \$150K over budget.
 - Engaged in complex negotiations of existing vendor contractors that delivered a \$225K savings to final costs.
 - Implemented day-to-day operations consolidation initiatives that resulted in a 50% increase in production within 7 days and a 75% increase in customer satisfaction within 60 days.
- Collaborate with cross-functional teams to identify roadblocks and implement sound resolutions that resolve customer grievances prior to escalation.
- Serve as the primary point of contact for daily calls with all stakeholders to address all issues impacting daily progress.

2015 to 2016: Ciena. Raleigh, NC – Project Manager

- Led and managed a team of between 5 and 8 professionals for a nationwide upgrade on the transport bandwidth for Windstream's network to improve client services.
 - Combined sound business administration and operations expertise with technology skills, leadership, and streamlining strategies to deliver the entire state of Iowa projection section 15% (\$1.8M) under budget.
- Developed and nurtured critical relationships with vendors and suppliers, serving to positively influence negotiations in keeping with industry practices and stakeholder expectations.
- Maximized team and project success by mentoring and managing individuals, reviewing operations to proactively identify and mitigate risks while fostering a cohesive, safe, and unified team operation.
- Collaborated among cross-departmental operations throughout the organization to improve project operations.
- Maintained expertise through professional development and independent efforts across principles, applications, and theories of project management and professional discipline.

Dave W. Adams, page 3

2013 to 2015: Diversified Information Technologies, Raleigh, NC — Customer Advocate

- Successfully executed 60+ migrations as the project/implementation manager for new client onboarding, identifying project/client requirements and communicating across relevant teams to ensure client satisfaction for multi-million-dollar accounts.
- Engaged client stakeholders to assess needs and existing operations, working with cross-functional customers to migrate records from Allscripts to Epic through GoLive project tools with no negative impact on data integrity or medical operations.
- Developed and executed in-depth migration plans that included integrations, digitally converting charts to electronic, and driving the implementation and go-live process to ensure optimized operations.
- Drove sale and revenue growth by promoting additional client services and products, communicating with sales teams to deliver leads for upsells and cross-sells.
- Identified and leveraged additional potential revenue opportunities that included budgeted upgrades or expansions.
- Delivered value-add services by managing client product expirations and non-project related needs, developing proposals to align customer requirements and leadership expectations.
- Worked with Solutions Architect team (vCIOs) to assist in qualifying project needs and communicating requests and client expectations to relevant teams.
- Fostered client success by supporting transition requirements that included primary engineer changes, team changes, and internal company process changes.
- Contributed to short- and long-term company success by working across the organization to resolve customer needs and satisfaction issues, investigating when needed to ensure a total customer support operation.

Early Career:

Regional Account Manager; Senior Sales Engineer: Allied Telesis, Inc. Raleigh, NC

Project Manager; Field Support Engineer: Tellabs, Inc. (formerly Advanced Fibre Communications). Richardson, TX

Team Chief/Sergeant: United States Army. Ft. Ritchie, MD

EDUCATION & PROFESSIONAL DEVELOPMENT

Master in Project Management (MPM)
Western Carolina University

Bachelor of Science (B.S.), Business Administration
University of Phoenix

PMP Certification, Pursuing. Expected to obtain July 31, 2021 | Project Management Institute (Individual Member)
North Carolina Chapter Member | Project Management Institute

Profile

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Alcoholic Beverage Control Board

Please select your second Board preference: *

GoTriangle Board of Trustees

Please select your third Board preference: *

Board of Adjustment

Please select your fourth Board preference: *

Aircraft Noise Abatement Committee

Please select your fifth Board preference: *

Economic Development Commission

Please select your sixth Board preference: *

Wake County Steering Committee on Affordable Housing

Cynthia

First Name

Sinkez

Last Name

Middle Initial

304 Joliesse Lane

Street Address

Suite or Apt

Cary

City

NC

State

27519

Postal Code

What district do you live in?

None Selected

Mobile: (919) 622-8497

Primary Phone

Mobile: (919) 622-8497

Alternate Phone

cindy.sinkez@gmail.com

Email Address

Not employed

Employer

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Cary

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I am an involved citizen interested in actively participating in this community's planning and development.

Work Experience

My last employment was with a small law firm as an Administrative Assistant. I have had various work experiences in transportation, retail, and law.

Volunteer Experience

As a community advocate, I have volunteered for numerous nonprofits. I am the President of the Cary Town Band. I have run for public office, supported public education both as a classroom volunteer and PTSA President volunteered in the arts, Past President of my Community Association and much more.

Education

Bachelor of Business at James Madison University

Comments

[Cynthia Sinkez_resume_April_2023.docx](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

Date of Birth

Gender *

Female

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

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Cynthia Sinkez

(919)622-8497 Cindy.Sinkez@gmail.com

Accomplishments

Twice Nominated for Town of Cary's Home Town Spirit Award
Awarded Town of Cary Volunteer Organization of the Year
Candidate for Wake County Commissioners 2022
Candidate for Cary Town Council District A in 2009

Boards and Commissions

President Cary Town Band	Past President (Founding) Downtown Cary Children's Museum
Past PTSA President (Founding) Mills Park Middle School	
Past President Mills (Founding) Park Middle School Band Boosters	Past member of the Town of Cary Issue and Review Committee
Past President (Founding) Salem Middle School Band Booster	
Past Vice President (Founding) Panther Creek Band Boosters	Past President of a Wake County 200-member organization
Past President/Secretary Reserve Homeowners Association	

Experience

Candidate for Wake County Commissioner District 3

Received almost 27 thousand votes in a three-person primary for Wake County Commissioner. Several local organizations and 2 previous County Commissioners endorsed my race as well as numerous residents and past employers. Running a county-wide campaign in a county with a population of over 1 million residents requires skillful examination and perseverance. Skills required to be a candidate include listening to the concerns and needs of the public, making public appearances, attending events, and meetings, working on public policy, articulating the campaign platform, greeting voters, raising money, meeting with potential constituents, reviewing the County budget, meeting with Commissioners and other elected officials, addressing public concerns, networking, building a team, coordinating volunteers, maintaining campaign compliance reports, research the issues and formulating substantive responses to them, negotiation, decision making, problem-solving, research, public speaking, time management, interviewing, creativity, and maintaining a social media presence. A candidate needs to be able to adapt to the audience and answer tough questions.

Bowens & Averhart, PLLC – Administrative Assistant

Duties included drafting legal documents such as briefs, deposition notices, subpoenas, and motions. filing legal documents, and research. Administrative tasks included answering phones, responding to emails, and greeting clients. Other duties included gathering documents, statements, and evidence a lawyer needs for trial, completing drafts of contracts, letters, and other legal documents, and scheduling meetings, interviews, and appointments with clients, lawyers, and witnesses. Supporting the Managing Partner with daily needs as well as managing the other partner's calendars, depositions, trial prep, etc. These duties included assisting with the successful defense of 100 residents of Angier and assisting with the presentation of a forum on reopening NC from a lawyer's perspective with regard to the Covid-19 Pandemic.

Emerging Women NC – Director of Women's Leadership Advancement

Identify and endorse women leaders from NC who are inclusive in their leadership style and have shown a volunteer spirit. Assist in workshops, team-building events, and entrepreneur leadership workshops.

Retail sales at **Annie's Attic** and **Cute Buttons Gifts and Paper**.

Worked for 2 small women-owned businesses where one employee often worked the store alone. Versatility, independent working, and multitasking were daily occurrences. Updated online store, answered phones, received new merchandise, created window displays, created signs, and dressed models. Worked with brides and their families to create wedding invitation suites to suit their needs, personalities, and budgets. Worked directly with vendors to create bridal and party invitations. Designed and created party invitations for customers. Finding a balance between budget and priorities for the Bride and her family was an important aspect of the job. While assisting brides, and answering phone calls and emails, I also assisted customers shopping in the store. Other duties included: maintaining mailing lists, emailing customers, updating the website, writing blog posts, organizing displays, recommending merchandise, opening, and closing the store, and operating Point of Sale

Established several local 501c(3) nonprofit organizations. **Salem Middle School Band Boosters, Mills Park Middle Schools Band Boosters, Mills Park Middle School PTSA, Downtown Cary Children's Museum.**

In my role as President of these organizations, I filed the necessary paperwork to establish these programs as nonprofit organizations. Created budgets, created, and ran successful fundraisers (raised over \$37,000 in the first year), which supported programs, teachers, staff, and students. Raised thousands of dollars. Collected 1,186 Lbs. of food (*equivalent to 1 pound per student*) and delivered it to the Food Bank. Because of our fundraising efforts, we were able to take students to competitions, purchase music, purchase equipment, offer scholarships, and purchase uniforms. Presided over many other established nonprofit organizations where

balancing and maintaining budgets were essential, contract negotiations were regular occurrences. Worked with management companies to maintain the homeowner's association in my neighborhood. Successfully implemented a Town of Cary initiative to purchase land from our community for a greenway trail and access for utilities which required a 2/3 vote by the community. Instrumental in creating a 5-year plan and reserve study for my community. Designed the first program for Panther Creek Invitational. Created ad designs, sold ads, and created the layout for the entire program. Designed a program for an art auction. Designed and sold invitations for customers.

Cary Town Band, President. Reinvigorated fundraising through rewriting grants which more than doubled the amount awarded in grant money. Implemented audience donations at each concert which have provided substantial increases in supplemental funds for discretionary projects to enhance the band. Through donations, we net on average \$3-4 an audience member. All of our concerts are free of charge. As liaison to the Town of Cary worked with Council members and employees to garner support financially and recognize our value to the Town. It is now a thriving organization with over 50 members. Cary Town Band has established itself as a representative of the Town at events. Cary Town Band has purchased over \$23000 of new equipment in the past few years and a van to move our equipment to performances. Successfully raised approximately \$130,000 through various grants. We have recently revamped our mission statement, Bylaws and are in the process of updating our web presence.

Worked for a Fortune 500 company as a programmer. During my employment at **CSX Technology**, I was instrumental in printing the tariffs for the corporation. Implementing cutting-edge technology and leading the way in printing tariffs in this manner. This entailed meeting with employees in the mail room, Lawyers, and sales associates. Worked closely with Xerox to implement personalized programs to create hundreds of tariffs that met regulatory laws. Tariffs could be as large as 20 reams(boxes) of paper.

James Madison University

Bachelor of Business Administration, Management Information systems Harrisonburg, Virginia

Institute of Political Leadership 2009 Fellow

Town of Cary School of Government 2008

Teen Leadership facilitation for "How to become an inclusive leader that Changes the World" certification 2019

Notary of the Public

Profile

Which Boards would you like to apply for?

Alcoholic Beverage Control Board: Submitted

Please select your first Board preference: *

Capital Area Workforce Development Board

Please select your second Board preference: *

Alcoholic Beverage Control Board

Please select your third Board preference: *

None Selected

Please select your fourth Board preference: *

None Selected

Please select your fifth Board preference: *

None Selected

Please select your sixth Board preference: *

None Selected

Mihir J.

First Name

Shah

Last Name

Middle
Initial

1605 Starlit Sky Ln

Street Address

Suite or Apt

Cary

City

NC

State

27519

Postal Code

What district do you live in?

None Selected

Mobile: (303) 909-5115

Primary Phone

Mobile: (978) 987-1410

Alternate Phone

mihir.j.shah@outlook.com

Email Address

32Health, S&S Growth
Ventures LLC

Employer

VP Strategy, Owner of S&S

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Cary

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I am interesting in helping my local community where I live and apply my skills and experience in developing and growing the community to be accessible to one and all.

Work Experience

10 years entrepreneurial experience in launching a solar power and an e-commerce company. 10 years working in early stage companies as business strategy and deal-maker to take companies public

Volunteer Experience

Experience in school boards in India

Education

Bachelors of Engineering, University of Melbourne, Australia (3.9/4 GPA) Masters in Computer Science, University of Arizona (3.9/4 GPA) MBA, Cornell University (Deans List, Top 3% of the graduating class)

Comments

[Shah Mihir Resume.pdf](#)

Upload a Resume

[Mihir Shah - Bio.pdf](#)

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

Date of Birth

Gender *

Male

Ethnicity *

Asian

Other

How did you become aware of Wake County volunteer opportunities?

Other

If you selected "Other" above, how?

Friend, who works closely with City Planning - Cary

Please upload a file

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MIHIR SHAH

404 Hartford Dr, Nutley, NJ 07110

Cell: 303-909-5115

E-mail: mihir.j.shah@outlook.com

PROFESSIONAL SUMMARY

- Successful data driven strategy & business development leader with over 15+ years of proven skills in negotiations, deal analysis, business strategy, go-to market strategy and management consulting
- Experience across start-ups and fortune 500 companies to grow sustainable businesses by identifying opportunities to increase revenue, reduce costs to drive margins and improve profitability
- Global entrepreneurship experience in evaluating new business opportunities, launching, operating, and exiting profitable ventures across both USA and India
- Cross functional expertise across different industries and innovative revenue models that includes both subscription and non-subscription based businesses: media and entertainment, technology, e-commerce, renewable energy, steel and aerospace
- Education: MBA at Cornell University, MS at University of Arizona, CFA Level III Candidate, CAIA Level II Candidate

EXPERIENCE

fuboTV

New York, NY

Vice President, Content Strategy & Acquisition

Mar 2018 - current

Led key content strategic initiatives resulting in subscriber growth of 150% and reduction in content costs by 35%

- Lead negotiator in acquiring fuboTV's first live sports rights – CONMEBOL World Cup Qualifiers that helped grow the **subscriber base by 10%** while adding positive margins to the business; Built fuboTV's live sports business by acquiring EPL, Serie A, Chivas rights in Canada & Russian Premier League, Israel Basketball league rights in USA
- Led key content acquisition strategy, financial and deal analysis on contracts and affiliate relationships **to negotiate a total savings of \$250M** over two years with fuboTV's broadcast, national cable, sports, entertainment and premium content partners; Major front line deals included Fox, bein Sports, NBC Universal, CBS, Univision, MSG, NBA TV
- Sourced and acquired live sporting rights for fubo Sports Network leading to an increase in engagement and brand awareness of fuboTV's first proprietary network; Expanded fuboTV's licensed sports content by successfully executing agreements with Turner, NBCU, NBA League Pass, NBA TV, Tennis Channel, Univision, and AT&T Sportsnet Southwest, securing rights to air MLB playoffs, UEFA Champions League, NBA, March Madness & English Premier League
- Led contract negotiations in Spain and Canada with fuboTV's broadcast, entertainment and premium content partners; Successfully executed deals to expand the offering of entertainment, news and sports content; Lead in acquiring the following networks in Canada & Spain: NBCU, Viacom, Real Madrid TV, Barca TV, Corus Entertainment Group
- Recommended packaging and content strategy that led to both an increase in acquisition of new subscribers (**150% growth**), improved **retention (20% improvement)** of existing subscribers and **70% increase** in total hours viewed on the platform
- Led the team to create a network valuation model that assessed performance of various networks including creating new viewership and valuation KPIs that led to movement of content to 2nd tier packages
- Conducted financial due diligence, marketing research & competitive analysis to create a business case to launch fuboTV outside the USA (Spain, Portugal and Canada); Presented the go-to market strategy to the executive leadership team
- Formulated international packaging strategy to create new add-ons that led to an increase in ARPU and improved margins – Negotiated various contracts to successfully on-board new partners onto the platform
- Develop and manage strong relationships with current and prospective content partners, enabling fuboTV to better market existing content, launch new content, and drive additional flexibility from existing partners to support margin, retention, subscriber growth and product goals
- Worked with multiple internal cross functional organizations, including legal, marketing, finance, product, engineering, and business analytics to launch new content and product initiatives
- Possess solid understanding of the operational process of content delivery and ingestion and have deep experience leading the operational onboarding for new programming partners, including leading a project to streamline the acquisition of video feeds, which resulted in an annual savings of \$2.7M

SLING TV/DISH NETWORK

Englewood, CO

General Manager, Finance, Strategy & Analysis

May 2015 – Mar 2018

Member of the leadership team who have P&L ownership of International business on both Sling and Dish Network – Led key strategic initiatives in 2017 resulting in subscriber growth of 67%, gross revenue growth of 32% and margin improvement of 8%

- Responsible for creating a new organization that owned all the responsibilities around strategy, finance, marketing planning & analysis

- Created and presented a business case to revamp the existing pricing and packaging structure for all international products to the CEO and CFO of Sling TV; Post alignment, led the team to execute the strategy resulting to an **increased take rate of international products by 30%**
- Developed a comprehensive strategy on prioritizing 30 international products across Dish and Sling to the Dish executive leadership team; This led to building a cross functional team to create a product prioritization and spend optimization model resulting in an **overall improvement of acquisition costs by 25%**
- Responsible for performing quarterly business reviews and providing key strategic insights to maximize subscriber activations and customer lifetime value to the executive leadership team
- Created and owned the 2018 budgeting for international subscribers by channel and by product for both Dish and Sling
- Designed and implemented forecasting model to track activations, disconnects and migration of customers across products and platforms
- Set goals, created KPIs, business metrics and standards and analyzed results to ensure the international marketing teams meet their customer acquisition and retention milestones
- Partnered with the retail organization to build a new sales channel and launch new products and annual plans tailored to international retail audience; Provided financial support including appraisal of new growth opportunities and development of business model to determine pricing strategy and ROI

TECHNOLOGY & RENEWABLE ENERGY PURSUITS

Entrepreneur

Mumbai/Seattle

Aug 2009 – Nov 2014

Launched and exited solar energy venture successfully (5x equity) while failing to achieve similar feat in a tech start-up

- **DealsOnTheMove.com** (*Product listing and deals company focusing on mobile internet shoppers*)
 - Launched a deals/coupon company focusing on the unorganized retail sector in India to help the retailers market their products and coupons better to the shoppers who are on the move
 - Developed a business plan that included the financial model, sales forecast, scenario analysis and profitability projections; Presented the business model to angel investors and venture capitalists
 - Successfully managed various software development, QA and product design teams to conceive, develop and launch the first prototype of iPhone and Android application, the retailer and the shopper website
 - Created a marketing plan that included product roadmap, comprehensive competitive analysis, pricing strategy and in-depth market research; Prepared a market entry strategy for the company to acquire shoppers and retailers
- **FashLimited.com** (*An e-commerce retail startup selling fashion accessories online in USA and Europe*)
 - Steered the early stage company to expand the firm from a yearly **turnover of \$10K to \$1.2M**; facilitated hiring and growing the team to include merchandise buyers, accountant and business analysts
 - Developed comprehensive annual sales plan, strategic product portfolio expansion plan and executed the plan to exceed the goals of the firm for four years; Devised a strategy of diversifying and growing new products to the existing portfolio of products; SKU count grew from 25 to 350 since joining the company
 - Piloted the development of a supply chain transformation program to build an automated & integrated system leading to **margin improvement from 15% to 20%**
- **SJ Green Park Energy** (*Renewable energy company focusing on solar power generation*)
 - Conducted due diligence on solar power generation in Gujarat, India while developing financial model, investor memorandum and detailed project report
 - Awarded a **5MW** Solar PV project under Gujarat State Solar Policy after presenting the business plan to the Energy Minister of Gujarat Government; 250MW out of 20,000MW applications were awarded
 - Successfully sourced equity and debt (**\$12M**) that was required for executing the 5MW project; Assembled and led a diverse team to build the plant, procure the land, finalize EPC contracts and solar vendors
 - Negotiated the successful exit of the firm with a deal valued at **400% ROE**

ACCENTURE

Management Consultant

New York, NY

Sep 2008 - Aug 2009

- Developed supply chain strategies to analyze logistics, product assortment, forecasting and inventory models for a major fortune 200 retail client, while presenting opportunities to leadership
- Performed operational, strategic and financial analysis on opportunistic clients in the CPG industry that helped Senior Partners win new businesses
- Executed a due diligence task on a major telecommunications firm that assessed the financial health of the company; Performed in-depth financial research that included profitability, liquidity and solvency ratio analysis for the company
- Worked with Senior Partners to develop an RFP for a specialty chemicals company, by executing a research effort on Change Management Strategies/Training approaches for procurement systems implementation

ROCKWELL COLLINS
Senior Software Engineer

Cedar Rapids, IA
Mar 2005 - May 2007

- Led an integrated systems and software team to develop a displays system for Boeing 787 Program; Negotiated **savings of \$1M** with various subcontracting and supplier teams
- Participated in various business development proposals and bidding efforts to win a \$30M Boeing 747-8 upgrade contract
- Led a team of engineers to develop a software development plan and responsible for planning and execution of the project
Selected from the department of 200 to provide on-site leadership to Boeing with issues related the 787 Airline

HONEYWELL
Software Engineer

Phoenix, AZ
Jun 2002 - Mar 2005

- Managed architecture design and supervised an offshore development team on a \$1.5M tool for the Airbus A380 program
- Directed liaison with offshore development offices responsible for assigning tasks and managing overall delivery of offshore initiatives; Trained 15 engineers in best industry practices and company design standards

EDUCATION

CORNELL UNIVERSITY, Johnson Graduate School of Management
Master of Business Administration (Deans List, Johnson Merit Scholar)

Ithaca, NY
May 2008

UNIVERSITY OF ARIZONA
Master of Computer Science (100% Scholarship)

Tucson, AZ
Mar 2007

UNIVERSITY OF MELBOURNE
Bachelor of Software Engineering (Top 3% of graduating class, Tom Healy Scholarship)

Australia
Dec 2000

PERSONAL INTERESTS

- Investing and trading - Developing & executing investing and trading algorithms by applying technical and fundamental analysis to generate ~25% IRR in the Indian financial markets
- Reading, Badminton & Cricket

SKILLS/AWARDS

- Honeywell Bravo Award for technical excellence and exceeding results; Awarded four times in 2 years
- Rockwell Collins Gift award (thrice in one year) for excellence
- Boeing Pride Award for innovation and dedication; Six Sigma Green Belt
- Financial Modeling in Excel - FCFF, FCFE and DCF valuation models, Capital Budgeting and Pro Forma Analysis
- Microsoft Word, Excel, PowerPoint, Hyperion, Tableau, Amplitude, Visio, Access, Project, SQL and SQL Server



Mihir Shah

VP Business Development

Mihir is currently VP of Business Development for 32Health. His focus is enabling 32Health's growth strategy by identifying and developing opportunities in the dental and vision insurance administration space and creating value for all partnerships.

Previously, Mihir served as VP Strategy at fuboTV partnering with various media companies leading the growth of content strategy and acquisitions for US, Canada and Spain markets. Mihir joined fuboTV at Series B stage, was an integral member of the leadership team that led fuboTV from Series B to IPO at NYSE while growing the company from less than 100K subscribers and an annual revenue of \$12M in 2018 to 1.3M subscribers and an annual revenue of \$900M by the end of 2022.

Prior to moving to the USA to pursue media and technology opportunities, Mihir had a successful stint in the entrepreneurial world, exiting two companies in the solar power and technology space that he co-founded in India. Mihir worked on various partnerships with retail and technology companies while at Accenture as a Management Consultant. In addition, Mihir led engineering teams at Honeywell & Rockwell Collins while working on two of the biggest airplanes of the 2000's - Airbus A380 and Boeing 787.

Mihir holds an MBA from Cornell University, a MS in Computer Science from University of Arizona and a Bachelors in Engineering from University of Melbourne, Australia. Outside of work, Mihir spends his spare time playing Splendor, Catan, Ticket to Ride and various other strategy board games with his two young kids and wife.

Featured Articles:

- <https://www.newswire.ca/news-releases/stacktv-s-suite-of-hit-shows-and-movies-now-available-on-fubotv-848899203.html>
- <https://www.europapress.es/sociedad/noticia-fubotv-espana-alia-nbcuniversal-international-networks-lanzar-canales-tematicos-syfy-calle-13-20210408112921.html>
- <https://www.newsmax.com/newsfront/newsmax-fubotv-now-live/2020/06/29/id/974692/>

Profile

Which Boards would you like to apply for?

Alcoholic Beverage Control Board: Submitted

Please select your first Board preference: *

Centennial Authority

Please select your second Board preference: *

Human Services Board

Please select your third Board preference: *

Alcoholic Beverage Control Board

Please select your fourth Board preference: *

Raleigh-Durham Airport Authority

Please select your fifth Board preference: *

None Selected

Please select your sixth Board preference: *

None Selected

Terry
First Name

Mahaffey
Middle Initial

Mahaffey
Last Name

109 Terasina ct
Street Address

Suite or Apt

Apex
City

NC
State

27502
Postal Code

What district do you live in?

District 2

Mobile: (206) 724-2948
Primary Phone

Home: (206) 724-3243
Alternate Phone

terry.mahaffey@gmail.com
Email Address

Microsoft
Employer

Principal Software Engineer
Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Apex

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I believe my work and government experience can be an asset to the county.

Work Experience

I am currently finishing out my first term on the Apex Town Council. I've worked for Microsoft for the past 18 years, during that period I've worked on some of the toughest and most complex areas in the company. Currently I work on the backend code generation team for the C++ compiler, and before that I worked on the database storage engine for Microsoft Outlook, mostly on performance related issues.

Volunteer Experience

I served on my communities HOA board and am a prior member of the Council of Review board for NCDP. I look for various volunteer opportunities around my community through several organizations, including CAPA (Citizens Assisting Police in Apex).

Education

MBA (with a concentration in IT Management) and a BS in Computer Science

Comments

Also of note; I'm a remote employee with a flexible schedule.

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

Date of Birth

Gender *

Male

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners, found [here](#).

Profile

Which Boards would you like to apply for?

Alcoholic Beverage Control Board: Submitted

Please select your first Board preference: *

City of Raleigh Planning Commission

Please select your second Board preference: *

Garner Planning and Appearance Commission

Please select your third Board preference: *

Alcoholic Beverage Control Board

Please select your fourth Board preference: *

Board of Adjustment

Please select your fifth Board preference: *

Garner Board of Adjustment

Please select your sixth Board preference: *

Planning Board

Leah
First Name

Forrester Green
Middle Initial Last Name

315 Competition Road
Street Address

Suite or Apt

Raleigh
City

NC
State

27603
Postal Code

What district do you live in?

None Selected

Mobile: (757) 235-7711
Primary Phone

Mobile: (757) 235-7711
Alternate Phone

leahgreensells@gmail.com
Email Address

Self Employed
Employer

Realtor/Investor
Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Garner

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I am interested in volunteering opportunities and to get involved with my community. I am looking forward to the opportunity to serve my local area.

Work Experience

I have a background in healthcare, and for the last ten years I have worked as a real estate broker. The past two years I have worked as a broker full-time. Also, I have been working as a real estate investor for the past year and a half.

Volunteer Experience

Garner Chamber of Commerce Ambassador. HOA vice president of my neighborhood. Dental bus that provides free dental care to those in need.

Education

BS Integrative Professional Studies 2022 University of North Carolina at Greensboro

Comments

I am excited for the opportunity to serve my community. Thank you for your consideration.

[Resume_LFG_2023.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

Date of Birth

Gender *

Female

Leah Forrester Green

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners, found [here](#).

Leah Forrester Green
315 Competition Rd. Raleigh, NC 27603
757-235-7711
leahgreensells@gmail.com

EDUCATION

University of North Carolina at Greensboro, Greensboro, NC
BS Integrated Professional Studies December 2022

Broker In Charge Course Completion (2018)

Paul D. Camp Community College, Suffolk VA
Associates Degree General Studies May 2006

Orange County High School, Orange VA
Graduated: June 1997

EXPERIENCE

ELI Properties

Partner/Owner (2021-present)

-Responsible for property acquisition for the purpose of renovation and reselling. Create and work within budget to complete each project. Manage trades for timely completion of work and quality workmanship. Design projects from renovation to final color schemes and staging. Work with local town zoning offices and surveyors to subdivide or combine lots, based on the goals of the project. Management of mid-term rental furnishing, turnover, and scheduling.

Ridge Realty Group, by EXP Realty

Owner (2020-Present)

-Work with sellers and buyers to navigate current market conditions, negotiate contracts, schedule inspections and repairs, as needed. Research permits and covenants and coordinate with lenders, attorneys, and agents to ensure a smooth transaction for my clients.

Realtor

Raleigh Cary Realty (2013-2016 and 2018-2020)

Reedy Creek Realty (2016-2018)

-Licensed realtor responsible for assisting buyers and sellers through the home sales process.

Forrester Innovation, LLC

Property Manager (2011-2020)

-Managed a portfolio of short- and long-term rental properties, vetted tenants for long term rental, managed short term rentals through Airbnb, responsible for overseeing cosmetic changes in properties, as well as systems repairs such as AC/heating, electricity, and plumbing. Hired and scheduled cleaning crews and coordinated turnover.

PAST EXPERIENCE

Dental Assistant 1996-2020

-Responsible for general chair side assisting, supply ordering and management, x-rays, patient care, OSHA officer, billing and office management duties for multiple large practices over the course of 24-year career.

Sunrise School of Dental Assisting
Raleigh, NC

Instructor Assistant (September 2011-September 2013)

-Responsible for setting up labs, mentoring students, grading assignments, tests and quizzes. Taught during times of instructor absence. Routinely taught radiology unit due to my particular experience in this area.

CONTINUING EDUCATION

X-RAY CERTIFIED (1996)

CERTIFIED DENTAL ASSISTANT (October 2010)

RADIOGRAPHY WORKSHOP FOR PROPRIETARY SCHOOL INSTRUCTORS

INVISALIGN CLEAR ESSENTIALS 1

NITROUS OXIDE SEDATION

SPICE CERTIFIED

CORONAL POLISHING CERTIFIED

VOLUNTEER WORK

Ambassador for the Garner Chamber of Commerce (2021-present)

-Served as liaison between the Chamber and its members while representing my real estate business. Volunteer at Chamber events, network and relationship building to strengthen the Chamber and the businesses served.

Vice President Eagle Ridge Homeowners' Association (2021-2022)

MEMBERSHIPS

National Association of Realtors

North Carolina Association of Realtors

Raleigh Association of Realtors

Garner Chamber of Commerce