

# DONALD J. HILLENMEYER, JR.

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## QUALIFICATIONS SUMMARY

Seasoned entrepreneur with over 30 years experience in technology and telecommunications. Founder of over 20 companies in his career. Key strengths include sales strategies, operations, and management.

## SELECTED ACHIEVEMENTS

- Founder of multiple telecommunications and technology companies
- Highest nationally performing sales representative of technology company in 1979

## PROFESSIONAL EXPERIENCE

**COMPASS EXECUTIVES** **2006 to present**  
*Senior Adviser* of this organization of C-Level Executives who provide management consulting, interim management and leadership development.

**SPARKPLUG BROADBAND, Nashville, TN** **2001 to 2003**  
*Principal* - Developed a high bandwidth, low cost building-to-building operation in Cool Springs, West End Area and downtown Nashville, TN. Later deployed across the country in five metropolitan areas. Now a public company.

**NEXTLINK** **1996 to 2000**  
*President* - Venture capital fiber optic business that became public and now operates as XO Communications.

**SKILLSEARCH CORPORATION, Nashville, TN** **1994 to 1996**  
*President* - A university supported alumni graduate placement program operated by selling subscriptions to candidates and charging companies for database queries.

**MCMG, Inc.** **1990 to 1996**  
*Founder & President* - Rural cellular developer. Built 13 areas across U.S.

**McCAW CELLULAR CORPORATION, Nashville, TN** **1985 to 1989**  
*President, Southeastern U.S. Region* - Involved in development of 13 southern states for McCaw Cellular until sale to blend in with what is now AT&T Wireless.

**CELLULAR ONE, Nashville, TN** **1983 to 1985**  
*General Manager, Nashville Office* - Venture capital level cellular operation acquired by McCaw Cellular.

**WANG LABORATORIES** **1982**  
*Branch Manager* – Developer of Tennessee office automation strategies for Wang.

**MOTOROLA** **1981**  
*Tennessee Manager* – Penetrated General Motors, medical companies, physician offices for the Four Phase Division of Motorola.

**XEROX CORPORATION** **1979 to 1980**  
*Sales Representative* – Top salesman in U.S. in 1979

**CONTAINER CORPORATION OF AMERICA** **1978 to 1979**  
*Production Manager* – Corrugated Box Plant Supervisor

#### **OTHER**

**US Air Force** (1969 - 1977)  
*Pilot, Instructor Pilot* – Served 2.5 years in Vietnam, combat, General Officer's assistant, Congressional Flight Scheduler

#### **COMMUNITY**

**American Heart Association**  
**St. Luke's Community House**  
**YMCA**  
**United Way of Metropolitan Nashville, Board Member**

#### **EDUCATION**

BS, University of Kentucky