

Steve Kropper

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Executive leadership & business development for telecom/cleantech/big data ventures.

Boston-based PE Fund – portfolio company President & Board Member 2019 Q1
Managed venture through ABC (soft bankruptcy) and re-capitalization after it burned through \$5m in founder's cash + \$4m in fund's cash. Cleaned out the creditors and equity holders for a new start. Stabilized firm, assessed staff, promoted hidden gems to directors of finance and engineering.

Skunk Works Fund, Partner 2018 - Present
Investing in early stage ventures in telecommunications, big data and cleantech.

Parallel Wireless, Vice President (employee #5, now >420 staff) 2012-2018
Lead business development for advanced 4G LTE wireless network infrastructure venture. Established trust relationships with key stakeholders including customers, VARs, federal legislators, trade associations, standards bodies. Negotiated terms, managed internal engineering and external customer teams for high profile deployments with the intelligence, public safety, defense, and carrier communities including Super Bowl, Rose Bowl, Republican Convention in Cleveland, Indy Speedway, Lollapalooza. Established ubiquitous brand visibility through dozens of presentations and role as US spokesperson.

WindPole Ventures, Founder 2008-2012
Provided real-time data to power developers and grid operators. Raised \$1 million in capital amid recession of 2008. Negotiated lease options for 12,000 telecom towers from Verizon, American Tower, Crown Castle. Hired staff and managed engineering, finance, operations, marketing, and sales. Customers included: BP, Duke Power, Invenergy, EON, Clean Line, and Midwest ISO. Grew from concept to operations in 13 states in one year.

Founding Fellow, New England Clean Energy Council. 2008
Mid-career fellowship exposure to cleantech regulatory, finance, technology stakeholders.

Alta Communications, Due Diligence Adviser 2006-2008
Investigated investments in on-line acquisition ventures. Represented fund as Director.

Virgin Money, Consultant 2006-2007
Advised president on market penetration. Funded by Richard Branson.

Equinox Corporation, Senior Vice President 2003-2006
Oversaw marketing and sales to U.S. Banks. Re-positioned firm to focus on top banks and shortened sales cycle. Managed software development and business process outsourcing to 450 staff in India. Acquired by Iflex/Oracle.

Domania.com, Co-Founder and CEO 1999-2002
Led strategy, financing, and sales as company grew from concept to 45 employees. Raised \$5 million first round, \$5 million second round. Created first and largest database-driven website giving consumers direct access to deed data. Served top banks (Chase, Citibank), top media (Bloomberg, Dow Jones, AOL, Yahoo). Acquired by IAC/Lending Tree.

INPHO, Inc., Co-Founder and President **1991-1999**

Led product definition and company strategy for early, innovative venture in e-commerce and lead generation. Negotiated revenue sharing with 24 content vendors, 150 media (Consumer Reports, Bloomberg, top print media), top 5 lenders. Re-branded as Domania.

Bell Canada, Consultant **1994**

Advised top officers on strategy to maintain domestic market dominance during deregulation.

Clear Communications (New Zealand), Telecom Strategy Adviser **1989-1993**

On three-person team which developed political and regulatory market penetration strategy for joint MCI and Bell Canada Enterprises venture. Won 18% market share from the monopoly incumbent.

International Data Corporation, Telecom Market Research Analyst **1988-1990**

Directed and wrote market research on switches, bandwidth, networks for clients, top telecom firms.

Martin Marietta, Competitive Emulation Consultant **1987**

Advised on strategy to manage competitors and guide on network architecture and pricing.

Cable & Wireless **1986-87**

Market analyst for local access and private line communications including DS-1 and dark and lit fiber.

City of Boston, Energy Manager **1979-81**

Managed energy conserving maintenance and capital through labyrinth of regulatory, union, financing and political challenges at three hospitals, 17 health centers then at City Hall.

US Army Research & Development - Natick Labs

Youngest ever to win R&D contact (age 18)

Education & Personal

MBA, Cornell University, '86. B.A., Boston Univ., '79. Founding Fellow, NE Clean Energy Council.

Charles River Conservancy, Board member. Former Lexington (MA) Town Meeting member and Energy Conservation Committee chair (2007-08). Executed first US super-insulation retrofit on a multi-family dwelling. Eagle Scout. Experimental kayak designer. Fortunate father of two daughters.