

CEO Broadband Infrastructure



The Challenge

Broadmark Capital invested in a wireless broadband infrastructure manufacturer based in Anchorage, Alaska. The need was for a COO with a proven track record in finance, sales, business development, partnerships, and operations who could quickly build a team.



Seattle, WA

The Solution

Conducted a thorough search for candidates including those from a combination of wireless, broadband routers, and mobile operators as the role required candidates with deep knowledge in FCC regulations and startup experience.



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The Results

As the need evolved into a CEO level role, we drilled down to 14 candidates and after exhaustive interviews and assessments, we delivered a shortlist of two finalist candidates. Took 9 weeks to complete from start of search to an offer

The ROI

- Quickly moved from COO to CEO
- New CEO we placed built a team quickly in under 45 days
- Gained new contracts and partnerships within 60 days.