

ALEX MASHINSKY

www.mashinsky.com
www.linkedin.com/in/mashinsky

Cell: 646-552-4499
alex@mashinsky.com

PROFILE

Award-winning, Chief Executive Officer, Board Director and public company executive with global experience pioneering new markets and scaling companies in the technology sector. Author of over 50 technology patents including VoIP, trading Electric Power, IP routing and advertising exchanges. Founder of seven technology companies including two that returned over 10X to original investors, hired and mentored world-class teams and managed enterprises with over 1350 employees, built industry leading companies that totaled over \$1.5B in revenues, raised over \$500M from VC's and private equity firms and created multiple exits totaling over \$2B, including Arbinet and Transit Wireless. Over 100 public appearances on BusinessWeek, Bloomberg TV, WSJ, The Economist, Crain's and other publications and TV appearances. Three time Inc. 500 honoree.

EXPERIENCE

RTX, New York, London.

2016 - Present

A London-based pioneering FinTech company specializing in clearing voice & SMS transactions between 6000 telecom operators worldwide.

Global CEO

- Negotiated partnerships with some of the worlds largest telco operators to increase revenues over 100%
- Negotiated JV with technology partners to expand product offering to include full stack outsourcing services with a global footprint.

NOVATEL WIRELESS NASD:MIFI, San Diego, CA

2014 - 2016

The world's leading manufacturer of MiFi mobile hot spot devices, Internet of Things (IoT) and Cloud SaaS services to over 4000 customers worldwide.

Turnaround Chief Executive Officer and Board Director

Developed the company's new vision, business plan and technology platform, managed employees worldwide and led all capital raising initiatives, M&A due diligence and acquisition integration

- Increased market cap by over 250%
- Grew quarterly revenues from \$37M to over \$60M through M&A and organic growth
- Raised over \$150M in new equity and debt to fund growth
- Spearheaded the growth of the team from 235 employees, to over 1400 worldwide
- Improved gross margins from 11% to over 35%
- Migrated the company from a hardware manufacturer, with over 70% of revenues coming from one product and one client, into a global SaaS provider with over 4,000 customers
- Negotiated partnership contracts with QUALCOMM, T-Mobile, Verizon.

GROUNDLINK, INC., New York, NY

2004 - 2012

A leading app-assisted car service with a fleet of over 45,000 cars specializing in providing chauffeured rides to consumers immediately or in advance and a forerunner to Uber Technologies

Chief Executive Officer, Founder

Spearheaded the vision, technological, operational and financial aspects of the organization, in collaboration with the board of directors, including long range plans and capital raising

- Increased the team from 30 employees in the US to over 300 in US and Serbia with over 600 independent drivers and 45,000 affiliates worldwide and led all M&A evaluations and organic growth initiatives
- Shifted the company from traditional call center operations to an online worldwide booking system
- Negotiated partnerships with Continental Airlines, Kayak, JetBlue, Expedia and other global brands
- Grew retail business revenues by 50% and service by 300,000 new clients

ALEX MASHINSKY

TRANSIT WIRELESS, INC., New York, NY

2004 - Present

An American telecommunication company dedicated to building wireless communication infrastructures that extend LTE, WiFi and cellular phone coverage to previously unreachable locations such as subways

Co-Founder, Investor

Established and implemented short and long-term business growth strategies, directed day-to-day management of the company and secured strategic investors to fund operations and expansion

- Provides 3G/4G/WiFi coverage to over 8.5M daily commuters in the 300 subway stations in NYC
- Signed AT&T, Verizon, Sprint and T-Mobile on 20-year \$600M contracts to lease NYC facilities
- Won the MTA 2007 RFP to build and operate a \$200M wireless DAS system for a 26-year exclusive franchise, which launched in 2011
- Raised over \$150M in equity and debt since 2007 to fund projects

ELEMATICS, INC., Beaverton, OR

2000 - 2003

The first virtualization software company to create the technology necessary to allow for real-time provisioning and network management in a multi-carrier, multi-vendor environment

Chief Executive Officer and Founder

Launched the business plan around an idea for virtualizations and NNI standards to control plane management of optical elements, developed strategic partnerships and implemented the company vision

- Raised \$23M from Warburg Pincus to build the company
- Won a global Verizon contract to manage all optical infrastructure

ARBINET CORPORATION, New York, NY

1995 - 2010

A leading provider of telecommunication services specializing in international voice and Internet Protocol (IP) solutions that was bought by Primus Telecommunications Group Inc. in 2010

Chief Executive Officer, Founder and Board Director

Shaped Arbinet as a world leader in wireless, wireline and VoIP connectivity, developing business growth strategies and representing the company as a public speaker to over 120 conferences around the world

- Led the IPO in 2004 resulting in a doubling of stock in the first day of trading, a \$750M valuation
- Raised \$115M in 4 venture rounds plus \$131M at the IPO
- Built switching centers in New York City, Los Angeles, Miami, London, HK, Tokyo, Sal Paulo and Frankfurt
- Identified the coming trends of B2B exchanges, VoIP, soft switch and gatekeeper technologies and secured some of the original patents covering protocol conversion and IP call processing/signaling
- Negotiated the sale of Arbinet to Primus resulting in \$1.3B in revenues after merger.
- Co-founded Comgates an Israel-based spin-off of Arbinet that was sold to Telco Systems
- Awarded the Albert Einstein Technology medal and the WSJ Technology Foresight Award

PROFESSIONAL

Board Director, Governance Committee Member, Novatel Wireless

Board Director, Nominating and Governance Committee Member, Tellabs

Board Director, Arbinet Corporation

Board Director, Migo Software, **Board Director,** Fortune City

E&Y Entrepreneur of the Year finalist 2002, 2003, 2011

EDUCATION

Attended Tel Aviv University, Tel Aviv, Israel

Major Economics, 1988

Attended Israel Open University

Major Electrical Engineering, 1984