

FRANCISCO PENA WORK HISTORY (TEG)

OCTOBER 2005 to DECEMBER 2006

TELCOM ENGINEERING GROUP, INC. (TEG), Fort Lee, NJ – FOREMAN & CONSTRUCTION MANAGER. As foreman, responsible for job material inventory, crew management, job safety (equipment inspections) and maintaining construction schedule. As Construction Manager, responsible for communications with property owners and customers, job safety (safety meetings), Quality Control (QC) and oversight of jobsite close-out process.

JANUARY 2007 to DECEMBER 2009

TELCOM ENGINEERING GROUP, INC. (TEG), Fort Lee, NJ – VICE PRESIDENT & DIRECTOR OF OPERATIONS. As Vice President, responsible for customer relations and new customer development, customer contract negotiations & acquisition and overhead & program budgeting. As Director of Operations, responsible for infrastructure growth and maintenance, including new hires and fleet management. Responsible for oversight and administration of Company Safety Program.

JANUARY 2010 to DECEMBER 2013

TELCOM ENGINEERING GROUP, INC. (TEG), Fort Lee, NJ – PRESIDENT & CONTROLLER. As President, responsible for customer relations and new customer development, including identification of growth opportunities, and customer contract negotiations. As Controller, responsible for oversight of general accounting functions, including payroll, A/R & A/P and overhead & program budgeting. Also responsible for review, evaluation and approval of quarterly financial statements and cash flow maintenance.

JANUARY 2014 to PRESENT

TELCOM ENGINEERING GROUP, INC. (TEG), Fort Lee, NJ – CEO. Primary responsibilities include mentoring and assisting executive staff towards development of TEG as a multi-state player in the telecommunications construction industry, identifying trends and securing financial resources on an as-needed basis to ensure new programs are adequately funded prior to implementation. Additional responsibilities include maintenance of existing relationships with long-term customers, contract negotiations with those customers