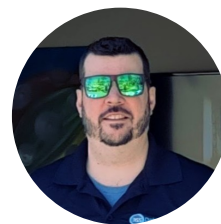


STEPHEN KLENERT, CMSP

Sr Director of Fiber & Connectivity Construction | Fiber Design | Dark Fiber Procurement | Manhole / Duct bank Construction | Meet me Room Design & Operations

📞 609.510.3665 📧 steve@klenert.net 🔗 <https://linkedin.com/in/getklenert> 📍 Highland, NY



EXPERIENCE

Member, IX Committee

OIX Association

📅 04/2025 - Present 📍 New York City Metropolitan Area

OIX promotes uniform specifications for data transfer and physical connectivity creating resiliency to improve reliability. We certify Internet Exchanges, Data Centers and Edge locations that meet the community developed standards.

- Promoted and advised new global nonprofit IXPs to help them achieve a best-in-class and first ever global certification for Internet Exchange Points. OIX-1 Certification sets a minimum level of service and engineering and was developed by the broad consensus of world-class IXP managers, engineers and their customers.

SVP, Optical Network Operations

365 Data Centers

📅 02/2025 - Present 📍 New York, NY

Responsible for Pre-Sales through Support of all Dark Fiber, Metro Cross Connects, Wavelength and Network Backbone operations.

Design, Build and Maintain complex critical infrastructure for SMB - Fortune 50 clients globally.

- Accelerated network scalability by 35% resulting in \$5M additional revenue through strategic dark fiber leasing.
- Increased venture capital portfolio value by 20%, resulting in a \$10M EBITA increase through targeted investments in the latest Optical Transport technologies.
- Oversaw construction of 50 network infrastructure projects with a combined length of 10,000 km of fiber optic cable.
- Reduced operational costs by 25% by optimizing network infrastructure design.
- Elevated service delivery standards to a 95% satisfaction rate by implementing advanced AI-driven troubleshooting systems and construction contractor management tools.
- Maintain CAPEX/OPEX construction budgets for all 20+ Data Centers Entrance Facilities.
- Directly responsible for high skill contractor vetting / negotiation / management and scorecard keeping.

TeKAdvisory Committee (TAC) / Member / Community Advocate & Advisor

TeKnowledge World Wide

📅 01/2023 - Present 📍 United States

To bring like-minded Technology businesses and individuals together to share knowledge, teach each other by example, while making impactful changes in the community with philanthropy.

- Increased community business revenue by {20%} through strategic leadership initiatives and growth support.
- All time is donated free of charge to community members.
- Advised and executed plans on the TEKFEEST and TEKSGIVING committees to ensure successful fundraising and execution of twice yearly events.

SUMMARY

Results-driven professional with over 20 years of experience in fiber infrastructure management and data center operations, expert in carrier negotiations and multi-jurisdiction program delivery. My key achievements include optimizing network scalability by 35%, generating an additional \$5M in revenue through strategic dark fiber leasing, and successfully overseeing the construction of 50 multi-jurisdictional network infrastructure projects totaling 10,000 km of fiber optic cable. Seeking an SVP / Sr Director of Fiber and Connectivity position at your esteemed company, where I bring my extensive experience in fiber design, procurement, and connectivity to support your mission of delivering exceptional infrastructure solutions in data center development. My existing project experience and hands-on work style drives projects to completion on-time and on-budget even when faced with roadblocks. Two decades of sourcing, permitting, construction and maintenance relationships allows me to leverage a trusted network of vetted professions to meet and exceed expectations at all levels of business.

Accomplished fiber infrastructure and data center operations leader with 20+ years driving strategic network scalability and multimillion-dollar revenue growth. Expertise in carrier negotiations, multi-jurisdiction project delivery, and dark fiber leasing has successfully overseen 50 infrastructure projects spanning 10,000 km of fiber optic cable. Proven ability to execute complex fiber design, procurement, and connectivity initiatives on time and budget. Seeking SVP or Senior Director role to leverage extensive industry relationships and hands-on management style to deliver innovative data center infrastructure solutions.

KEY ACHIEVEMENTS



Global IXP Certification Success

Achieved 100% global certification for IXPs, enhancing data center connectivity and operational standards.



Network Project Satisfaction Boost

Managed 50 optical network projects, elevating customer satisfaction to 95% through effective multi-jurisdiction management and on-time service delivery for Internal Teams and Carrier customers



Enhanced M&A Operational Efficiency

Oversaw 80 M&A agreements, improving operational efficiency across 15,000 km of fiber for multi-jurisdiction markets.

CERTIFICATIONS

OSHA 40

OSHA Safety Training Institute

EXPERIENCE

Angel Investor / Private Investor / Advisory

AngelList

📅 01/2016 - Present 📍 New York City Metropolitan Area

Company Description

- Directed investments in high-potential startups from SEED to Series A, contributing to the growth of innovative companies.
- Provided strategic advisory to portfolio companies, guiding them towards successful exits and sustainable growth.
- Collaborated with top Syndicates on AngelList to identify and invest in the next Unicorn opportunities.

SVP, Network Products

365 Data Centers

📅 03/2023 - 02/2025 📍 Weehawken, NJ

Design, Build and Maintain complex critical infrastructure for SMB - Fortune 50 clients globally.

- Managed Private Optical Network construction and maintenance
- Directed Fiber Construction, Splicing and Management
- Directed Global MPLS / IP Transit - AS19151 / AS29838 | Global Aggregate of 500 + Gbps | <https://www.peeringdb.com/net/522>
- Designed, Sourced and Assisted with high-count tie Cable Installation, Splicing & Testing for AI/HPC customers with demanding schedules
- Served as Fiber Subject Matter Expert to Sales Engineering during Pre-Sales and Post Sales for over \$200M of transactions

SVP, Customer Solutions & Implementation

365 Data Centers

📅 11/2020 - 03/2023 📍 Weehawken, NJ

Design, Build and Maintain complex critical infrastructure for SMB - Fortune 50 clients globally.

- Accelerated Metro Fiber Networks - 10 Gbps - 1.6 Tbps
- Provided Core and Edge Colocation Services across 65+ locations globally
- Managed Private Optical Network construction and maintenance
- Executed Fiber Construction, Splicing and Management
- Provided hands-on and executive leadership to Field Operations, Data Center Operations teams for any fiber related projects
- Lead Pre-Sales to Installation for multi-site addition of ATT C-RAN Infrastructure which included new diverse Point off Entry Conduits, In-Building Conduits, Cage Build out, Cable Placement, Splicing & Testing for fast paced critical project
- Led the teams managing a Global MPLS / IP Transit - AS19151 / AS29838 | Global Aggregate of 500 + Gbps | <https://www.peeringdb.com/net/522>

Community Ambassador

Low Voltage Nation

📅 01/2020 - 10/2022 📍 Highland, NY

Company Description

- Organized community events to promote positivity, inclusiveness, and knowledge sharing within the low voltage and technology industry.
- Collaborated with team members to support charity initiatives and give back to the community.
- Developed strong communication and leadership skills while representing Low Voltage Nation in Highland, New York.

CERTIFICATIONS

EXFO Certified Contractor

EXFO

Construction Site Safety Technician (CSST)

NYC Department of Buildings

Vertical Cable 2025 Technician of the Year

Vertical Cable

SKILLS

Dark Fiber Network Procurement, Building, Swapping, Liquid Cooling, SDWAN, WAN, Microsoft Excel, Microsoft Power Point, HPC, Continuous Learning, RFP, RFQ, Procure, Microsoft Project, Field Wire, Accountability, Project Management, Organizational Skills, Single & Multi-Fiber Splicing, Entrance Facility Design, Installation, Documentation and Maintenance, Fiber Testing, Emergency Restoration of Fiber Optic Networks, CAPEX and OPEX Budgeting

Network Design and Construction

AI Interconnection

Additional Skills

Fiber Network Acquisition, Venture Capital, Operations Management, Internet Troubleshooting, Product Development, Contract Negotiation, Service Delivery, Startup Development, Fiber to the x (FTTx), Private Equity, Angel Investing, Startups, Network Backbone Investment Management, Community Development, Sourcing, Data Center Management, Infrastructure Management, IT Infrastructure Design, KMZ, GIS, Financial Analysis, Contract Negotiation, KPI, Sales Management, Hybrid Cloud, Fiber Optic Technology, Organizational Consulting, IT Strategy, Fiber Optic Cable, Peering, Routing Protocols, Project Planning, Fiber Optic Networks, Budgeting

PROJECTS

TEKSGIVING23

📅 10/2023 - 10/2023 📍 Baltimore, United States

TeKnowledge World Wide, a tech collective, selected MissionFit in Baltimore, MD, for its 4th #TeksGiving tech upgrade. Enhancements include security, WiFi, network infrastructure upgrades, and AV equipment to motivate youth and connect to the community.

- Provided over \$175,000 of technology upgrades in a single weekend

EXPERIENCE

Co-Founder / Chief Strategy Officer

Atlantic Metro Communications

01/2011 - 11/2020 Greater New York City Area

Acquired by 365 Datacenters - prnewswire.com/news-releases/365-data-centers-acquires-atlantic-metro-301174639.html

- Aligned company vision and mission with market demands and technological advancements.
- Expanded into new markets and secured global opportunities through strategic initiatives and partnerships.
- Enhanced infrastructure and services by driving adoption of innovative technologies and launching IaaS products.
- Improved operational efficiency and reduced COGS, achieving sustainable EBITDA growth.
- Developed diverse revenue models and improved customer satisfaction and loyalty.
- Facilitated seamless integration post-acquisitions to expand capabilities and market share.
- Positioned company as an IaaS thought leader through unique value propositions and branding.

President

DOTQUAD

03/2008 - 01/2013 New York, NY

Partner / President

Network Operations LLC

01/2004 - 01/2012 New York City Metropolitan Area

Co-Founder & Chief Executive Officer

Atlantic Metro Communications

07/2007 - 01/2011 Location

President

Metro Xchanges NFP

01/2008 - 12/2010 Chicago, IL

Founding Partner & Chief Executive Officer

Digital Providers LLC

01/2002 - 07/2007 Princeton, NJ

Sr. IP Engineer

TELEHOUSE

03/2004 - 06/2006 New York City Metropolitan Area

EDUCATION

Computer Science & Marketing

Rider University

01/2003 - 12/2004

High-school Diploma

Princeton Public Schools

01/1999 - 12/2002

PROJECTS

Managed Optical Network Scalable to 1.6Tbps for Large Government Contractor

01/2016 - 05/2025 Ashburn, United States

Led design and implementation of a managed optical network for a government contractor, ensuring fiber route diversity & scalability (200Gbps-1.6Tbps) without downtime. Completed project in under 120 days, supporting cloud on-ramp & DCI for data centers.

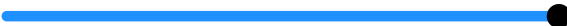
- What was a successful outcome of your work? (e.g. Raised \$3,000 for the charity)

INDUSTRY EXPERTISE

Cross Functional Team Collaboration



Data Centers / Hyperscale / Wholesale / Edge



Fiber Optic Networks



Project Management / Program Management



Strategic Sourcing and Negotiations



Personal Management



Complex Project Execution



Ability and Love for Travel



Outside the box thinking ability

