

Volunteer Opportunities

TOWN OF PARADISE VALLEY COMMITTEE VOLUNTEER APPLICATION FORM

Thank you for your interest in volunteering with the Town. Appointments to committees, commissions, and boards are made in late March of each year and terms begin April 1. Applications are accepted throughout the year. The deadline to be considered for appointment is February 15. Applications received after that time will be kept on file and may be considered for mid-term vacancies. It is not necessary to list a committee preference. During the interview with the Mayor and Council, consideration will be given to the applicant's background, skills, and interests to assist in determining the best fit.

Please provide the following background information.

Name*

jonathan martone

Address*

Email*

Home Phone

Employer

Cyxtera

Occupation

Director, Ecosystem Development and Engineering

Business Phone

Cell Phone

Number of years as PV resident

7

Professional experience highlights

Jonathan Martone has held various leadership roles in the data center and telecommunications industry for over 23 years. His roles have included building teams of strong and competent technical sales engineers, product strategy, business development, and network design/planning.

His current responsibility at Cyxtera Technologies is Director of Ecosystem Development and Engineering. In this role, he is building out the Network Service Providers and Cloud Service Providers within the 57 global data centers. He also drives large complex deals, and assists the sales and sales engineers with complex technical and engineering support.

Specialties include neutral data centers, metro fiber, long haul fiber, dark fiber, IP transit, and designing large complex deals across multiple product sets.

What experience do you think qualifies you to be a committee member?

Very involved in the community including board member of CEA, and want to improve our lives of citizens in our city.

Community Activities

Board member - Catholic Education Arizona

St. Thomas Dads Club

St. Thomas Lector

Daily hiking of Camelback Mountain, including the removal of trash other hikers leave on trail.

Information on each of the committees including summaries, annual reports, and meeting minutes are located on the Boards & Commissions page.

[Information on Committees](#)

Have you familiarized yourself with the duties of the committee(s) in which you are interested?*

☒ Yes

☐ No

Attach resume and cover letter

[JFMRESUMEJAN2019.docx](#)

* indicates required fields.

JONATHAN F. MARTONE

Paradise Valley AZ 85253

SUMMARY

Jonathan Martone has held various leadership roles in the data center and telecommunications industry for over 23 years. His roles have included building teams of strong and competent technical sales engineers, product strategy, business development, and network design/planning.

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Specialties include neutral data centers, metro fiber, long haul fiber, dark fiber, IP transit, and designing large complex deals across multiple product sets.

EDUCATION

Arizona State University

M.A., Mass Communications, Walter Cronkite School of Journalism and Mass Communications, December 2003.

University of California at San Diego

B.A., Communications, June 1995.

Brophy College Preparatory, Phoenix, Arizona

Class of 1991, Magna Cum Laude. G.P.A. 3.8.

EXPERIENCE

Cyxtera, Phoenix Arizona. May 2018 – Present

- Director, Ecosystem Development and Engineering
- In 2018, Drove 30% YOY growth in Network Service Provider Density Across 57 Global Data Centers
- Primary technical lead in developing the Cyxtera Ecosystem comprising of Network Service Providers, Cloud Service Providers and Cloud On-Ramps, Managed Service Providers, and Security Providers. Objective is to eliminate any single point of failure in our data centers by designing

- multiple networks to mitigate risk.
- Driving the Cyxtera Ecosystem Marketplace forum where customers, network providers, cloud providers, can engage in commerce, buy and sell from one another, and leverage CXD as a one click provisioning tool to click, order, and provision HCI, Cross Connects, Metro Services, Cloud On-ramps, etc.
- Primary tier two technical support for sales and sales engineers across the company, encompassing data center, network, and cloud design work

Cyxtera, Phoenix Arizona. May 2017 – May 2018

- Director, Product Engineering.
- Technical sales support of data center and network services across our global 2.6 million square feet of raised floor.
- Design expertise includes the use of dark fiber and multiple network service providers to mitigate single points of failure in the data center.
- Responsible for growing and strengthening the Cyxtera Data Center ecosystem including : driving new Network Service Provider design entrance facilities into our data centers, and expanding direct connect to Cloud Service Providers in the data centers.

CenturyLink, Strategic Data Center Business Unit, Phoenix, Arizona March 2014 – June 2017

- Area Vice President, Data Center, Ecosystem, and Network Engineering
- Accountable for complex, technical sales support for all market segments; direct, partners, resellers, federal and state accounts, network service providers, multiple cloud service providers.
- Primary point of contact for large, complex designs, product, and financial modeling for data centers and network related services
- Data Center Ecosystem Lead, responsible for designing and messaging ecosystem; encompassing data center, network, dark fiber, and cloud elements

CenturyLink, Phoenix, Arizona. December 2012 – March 2014

- Complex Deals and Strategic Opportunities Engineering Group
- Business development role in augmenting new fiber builds to deliver on-net services to customers in data centers and metro area network rings
- Revenue responsibility for over 300 neutral data centers across the country
- Assisting sales, product, network, engineering, pricing, regulatory, and executive leadership in building into neutral data centers

- o Technical design work, funnel gathering across multiple market segments, financial modeling, presenting to executive leadership to authorize capital

CenturyLink, Phoenix, Arizona. April 2011 – December 2012

- Director, Pre-Sales Engineering Manager
- Responsible for over \$1.5 billion dollars in annual revenue
- Operating a 13 person nationwide sales engineering team, supporting CenturyLink Business Partners, and System Integrators including IBM, HP, and ACS.
 - o Responsible for designing, pricing, and creating power positions enabling our partners and customers next generation service offerings

Qwest Communications, Phoenix, Arizona. December 2009 – April 2011

- Complex Deals Group, Business Development
- Strategic support on large MAN and WAN networks for Qwest, including IP, VPLS, MPLS, DWDM, Metro and Long haul Ethernet, Layer 3 sites, Neutral Data Centers.
- Business development role in augmenting new fiber builds to deliver on-net services to customers in data centers, and multi-tenant buildings
- Providing technical, political, and sales support for Qwest business partners nationwide
- Central point of contact with senior leadership across multiple organizations, finance, engineering, legal, project management, competitive intelligence, and product, in order to power position deals
- Successfully mentoring my counterparts and other sales engineers nationwide, enabling additional sales effectiveness across the Qwest Business Markets organization
- Circle of Excellence Winner 2011

Qwest Communications, Phoenix, Arizona. March 2004 - December 2009

- Senior Product Specialist - IP, MPLS, Ethernet. Manage and drive complex data solutions including MPLS, Ethernet, VPN, Frame, ATM, and IP for Arizona and New Mexico.
- Strategic support for sales directors, sales engineer managers, product managers, sales managers, and channel partner directors in leading a

strategic WAN and MAN initiative.

- Support global accounts, government and education services, major and key accounts for Arizona and New Mexico.
- Primary liaison between sales and product development/engineering for MPLS, IP, and Ethernet.
- Responsible for weekly development and deployment of branch/regional training curriculum focusing on business and technology trending for over 100 senior, major, global, and GES account managers.
- Confidant for product management in designing new and innovative products for the sales force, (Qwest Metro Ethernet, Ethernet Internet Access, Long Haul Ethernet, SONET over Ethernet, DWDM).
- Liaison for Cisco Systems and Qwest. Ensured both sales teams were engaged in consultative sales and driving solutions.
- Number one stack ranking in the country, 2004-2006 based on net new revenue and sales.
- Grew revenue in AZ/NM 300% between January 2006 - January 2007.
- 2007 Going the Distance Award for Qwest Business Markets Group
- Attained 110% of sales target in 2008
- 2008 Breakthrough Performers for Qwest Business Markets Group

Time Warner Telecom, Phoenix, Arizona. June 2001 - March 2004.

- Regional Data Specialist. Manage Internet, Metro-Ethernet, IP/VPN, and Private Line sales for Phoenix, Tucson, and Albuquerque.
- Increased IP and Metro Ethernet Sales to 154% of quota in my three cities in 2001, 2002, and 2003.
- Support VP/General Managers and Sales Managers in implementing programs to enable Account Managers to successfully sell IP services, collocation, metro Ethernet, and IP Telephony solutions.
- Responsible for ongoing training sessions with 30 business professionals.
- Work closely with product marketing to enable competitive pricing on products and services.
- Created Strategic relationships with Cisco to implement Cisco CPE in Time Warner fiber builds and network expansion projects.
- Number one stack ranking in the country, 2003, based on sales.

Bandwidthfinders.com, LLC, Phoenix, Arizona. March 2000 - June 2001.

- Managing Partner, Bandwidthfinders. One of the four original founding owners and creators of an online intermediary designed to manage advanced data and Internet sales.
- Business Development Manager. Established relationships with leading vendors such as AT&T, Sprint, Cable and Wireless, Intermedia/Digex, Global Crossing, PSInet, Qwest, Savvis, Verio, Winstar, Teligent, @Work, Broadwing, Cisco, Juniper, Avici.
- Managed the inflow of requests for data solutions. Actively supported five sales reps selling IP, Frame WAN, Private Line, International circuits.
- Superior working knowledge of the top national and international Internet backbone carriers.

WinStar Communications, Phoenix, Arizona. August 1998- March 2000.

- #1 Ranked Internet Complex Data Specialist in the country in 1999 and 2000. 451% of quota for my duration.
- Development and execution of sales support strategies for Internet products and services. All Internet sales support provided to WinStar's core sales organization via standard Overlay sales procedures, which include dedicated Internet Connectivity (Leased Line or Frame Relay; Web Hosting; Reseller Internet Connectivity; Managed Dial-up Networks; Web Security and Firewall; and Web Development.
- Work closely with WinStar's General Managers, Sales Managers, and core Account Executives to establish efficient procedures for Internet lead generation and successful selling cycles.
- Technical consultative sale of DS0 to OC3 dedicated circuits. Experience in selling Virtual Private Networks, Point-to-Multipoint connections, data and Internet services.
- Coordination and implementation of the entire sales cycle; pre-qualification, provisioning, engineering, and post sales support.

INTERESTS

Board member, Catholic Education Association,

Board member, St Theresa Catholic School, Phoenix Arizona

Certified Spinning Instructor, 17 year tenure

Avid hiker, cyclist, tennis, and running. Enjoy public affairs, regulatory issues, travel.

REFERENCES

Hon. Barry Silverman, Judge of the United States Court of Appeals for the 9th Circuit. 602-514-7022.

Mark Genrich, Chief Deputy Communications Director, Arizona Governor Jan Brewer , 602-542-1316

Jeff Lindsey, VP Public Policy, CenturyLink Communications. 602-630–1942