

# Jeff Black

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## Professional Experience

1992 - Present MVD Communications/MVDconnect LLC  
Cincinnati, Ohio

### President/CEO/Senior Sales Consultant

- Successfully developed local Telecommunications business, Cincinnati Voice and Data, from one employee and \$6,800 to 104-employee, \$25 million business.
- Developed new regional Telecommunications business, Midwest Voice and Data, to \$7 million dollar business within 5 years of opening.
- Acquired BTEch Indianapolis with \$2M in revenues grew to \$8M in 3 years
- Obtained reseller contracts with various manufacturers (Lucent, Avaya, Cisco, AMP, Siecor). Generate revenues over \$4 million annually in equipment and services.
- Sold 77.5% of CVD/MVD business to PE group from Chicago in 2002 to do national rollup up VARS
- Acquired Avaya dealership Orlando, Florida in 2003
- Experienced in M&A, Deal Structures, PE funding, Mezzanine funding, solid with Income statement and balance sheet knowledge, Business Plan Development, Cash Flow management, Visionary

2012 - Present Black Bear Networks LLC Cincinnati, Ohio

### President/CEO

- Developed niche business to pursue 3<sup>rd</sup> party maintenance and recurring SEO/SEM revenue
- Developed new websites, pricing tools and collateral
- Developed Business to plan to rapidly grow business through acquisition

1980 - 1992 Cincinnati Bell Telephone Cincinnati, Ohio

### Systems Consultant

- Installed, programmed and maintained telecommunications equipment.
- Left business to pursue entrepreneurship, CVD, after trying unsuccessfully to get promoted into sales.

#### Achievements

- ✓ *Won numerous ESP awards from the company.*
- ✓ *One of the youngest ever promoted to Systems Group.*
- ✓ *Extensive formal training and certification in all Lucent/AT&T telephone systems.*

## Professional Memberships

NATD, Wetherington Community Association, Vice President Homeowners Association (375 members), Founder and Co Chair Goodwill Industries Golf outing, Vice President and Treasurer West Chester Restaurant Associates LLC, President JB Enterprises, Member Executive Board American Cancer Society Golf, Campaign Finance Chairman Pete Beck commissioner, Butler County

Special Deputy, West Chester Community Foundation.

**Awards**

Top Avaya Diamond Business Partner, Cincinnati Top-40 Business Executives, Goodwill Corporate Sponsor

**Education**

1982 - 1994 University of Cincinnati Cincinnati, Ohio

**College of Evening & Continuing Education – 3.8 GPA (Dean's list)**

*Classwork in the following areas:*

- Business Management
- Supervisory Management
- Tort Law/Civil Law

**Lucent Technologies/Avaya Communications**

- Certified on Lucent/Avaya products sales and marketing
- Certified on Lucent/Avaya products administration
- Numerous certifications through Avaya Communications

**Xavier University Senior Management Certification**

- Completed and led in 36-week MBA management certification classes

**Great Oaks Career Development Center**

- Completed 2-year degree in Industrial Electronics Engineering and Deployment

**Jeffrey L. Black**

- Over 40 years in the telecommunications in industry
  - Cincinnati Bell Telephone (1980-1992)
    - Residential Technician
    - Business Systems Consultant
  - MVD Communications (1992 – present) – President & CEO
    - 1992 founded CVD
    - 1997 founded MVD (obtained Lucent dealership)
    - 2002 Acquired Indiana business
    - 2002 Opened National Deployment Center in Omaha
    - 2003 MVD offers nationwide coverage
    - 2004 Orlando Florida acquisition
- Community Involvement and Recognition
  - Selected as one of Cincinnati's Top 40 Business Executives by *Cincinnati Business Courier*
  - Vice President - Wetherington Homeowners Association
  - Vice President and Board Member – West Chester Restaurant Associates
  - Founder and Title Sponsor Goodwill Industries Golf Outing
  - Executive Board Member American Cancer Society
  - Campaign Finance Chairman Pete Beck for County Commissioner
  - Butler County Special Sheriff Deputy