

ERIC P. BROWN

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EXPERIENCED BUSINESS LEADER

Results-oriented and respected leader with a unique combination of experience leading broadband and telecommunications businesses, television content organizations and an industry leading nonprofit telehealth organization. Valuable experience as a board director serving on multiple corporate and nonprofit boards.

- Demonstrated leadership and team building skills effectively used to manage organizations of all sizes to achieve and exceed business objectives
 - Diverse background of career operational experiences including consumer marketing, media and telecommunications marketing, product development, public affairs, community outreach, and nonprofit fund raising
 - Strong written and verbal communications skills. Confident and accomplished public speaker
 - Experienced corporate and nonprofit Board Director in large and small organizations
 - Repeated success maximizing adoption of new technology in the marketplace
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PROFESSIONAL EXPERIENCE

California Telehealth Network • Sacramento, California • 2010 - Present

- As President & CEO, developed this non-profit organization from concept to the largest FCC funded statewide telehealth network in the U.S. serving over 400 clinics and hospitals in rural and medically underserved urban California communities.
- Raised over \$7 million in operating capital over 5 years to fund operations.
- Maintain ongoing professional relationships with representatives from the Federal Communications Commission, California Public Utilities Commission, California Broadband Council, CENIC, municipal government leaders as well as representatives from statewide education and telehealth networks from other states.
- Primary point of contact to recruit new health care clinics and hospitals to participate in the FCC funded Universal Service Fund programs.

WealthTV • San Diego, California • 2009 – 2010

- As Executive Vice President, collaborated with the owning family on programming enhancements and promotion campaign that helped drive +160% increase in viewership of the network as measured by set top box viewing data.
- Established and maintained affiliate relationships with major U.S. cable and satellite providers with an emphasis on DIRECTV and DISH Network.

The Africa Channel • North Hollywood, California • 2007- 2009

- Executive Vice President Sales and Marketing, led the marketing and affiliate relations team that doubled U.S. distribution from 1.5 million to over 3.0 million households within the first 12 months on the job, achieving distribution in major markets including New York City, Los Angeles, and Chicago.

CHARTER COMMUNICATIONS • Long Beach, California • 2003 - 2007

- Executive Vice President Operations, launched the cable industry's first all digital cable system in Long Beach, CA. This contributed to Charter being named "Operator of the Year" by *Cable World* magazine for 2004.
- Developed marketing strategies that profitably tripled take rates of video, broadband and phone services in diverse ethnic (primarily Latino and Asian) communities in urban markets.

TIME WARNER CABLE • Minneapolis, Minnesota • 2000 - 2003

- Minnesota Division President, drove operational enhancements that improved customer service performance by reducing non-sales-related call center volume by 15% and field service calls by 30% which helped reverse subscriber declines, reduced field technician expenses and delivered record cash flow growth.
- Consistently achieved triple digit commercial services revenue and cash flow growth by prioritizing speed to market, building broadband networks to meet the needs of medium and small businesses.

DMX MUSIC • Los Angeles, California

- Vice President Marketing

TIMES MIRROR CABLE • Irvine, California

- Vice President Marketing

LANDMARK EDUCATION SERVICES • Norfolk, Virginia

- Launched and became President of a division that provided post secondary career school education

CABASON INC. • San Diego, California

- Co-Founder of the firm that provided international fisheries consulting for developing nations

BUMBLE BEE SEAFOODS, INC. • San Diego, California

- Vice President Sales and Marketing

STARKIST SEAFOODS • Long Beach, California

- Product Manager, 9Lives Dry Cat Food

THE PROCTER & GAMBLE COMPANY • Cincinnati, Ohio

- Assistant Brand Manager, Pampers Disposable Diapers

EDUCATION

Master of Business Administration

University of Virginia, Colgate Darden School of Business • Charlottesville, Virginia

Bachelor of Science in Political Science

University of California Los Angeles • Los Angeles, California

PROFESSIONAL AWARDS AND BOARD MEMBERSHIPS

2016 – Awarded CENIC Innovation in Networking Award for Broadband Applications

2016 – Awarded Technology Champion of the Year, California State Fair

2013 To Present – Board Director, Schools, Healthcare and Libraries (SHLB) Coalition

2013 To 2016 – Board Director, Universal Service Administrative Corporation (USAC)

2004 To 2014– Board Director, Bend Broadband and Central Oregon Cable Advertising

2004 Vanguard Award Recipient, Excellence in System Operations – National Cable Television Association