

SEAN KNOWLES

CEO, McLean Engineering Company – sean.knowles@mcleanengineering.com

EXPERIENCE

- 2009 – Present **McLean Engineering Company**, Moultrie, GA
2021 – Present **Chief Executive Officer**, Atlanta, GA
- Oversee strategic direction of company.
 - Reorganized company structure to include 5 divisions to accommodate growth trajectory, including the establishment of a new management team.
 - Developed and introduced company mission and values for the first time in 85-year history.
 - Led record year-over-year company growth.
- 2015 – 2020 **Vice President, Business Development/Principal Consultant, Pole Attachments**, Atlanta, GA
- Developed nationally-recognized expertise on Pole Attachments and associated services to support existing clients and other utilities in need of this service.
 - Developed training curriculum and programmatic structure to support outsourced pole attachment and consulting services for utilities.
 - Led contract negotiations and issue resolution on behalf of clients.
 - Oversaw inspection, billing and permitting services.
 - Implemented company-wide quarterly meetings to track and share growth, financial and performance metrics with entire staff for the first time.
 - Signed new and renewed professional service agreements with major electric utilities and telecommunications providers.
 - Expanded company working footprint from Hawaii to Michigan.
- 2009 – 2015 **McLean Engineering Company**, Atlanta, GA
Vice President, Business Development
- Manage business development, including partnership development, and sales & marketing strategy. Oversee new service and client development and relationships with electric utility clients.
 - Grew municipal market segment at CAGR of over 49%.
 - Developed company newsletter and email project announcements that consistently reach over 940 electric utility leaders in the Southeast US.
 - Acquired new major electric cooperative and IOU clients.
 - Consulted with electric cooperatives to design rates and develop new services for residential, commercial and federal government customers.
 - Oversaw development and deployment of low-cost hosted GIS platform used more than 10 electric utilities.
 - Implemented performance metrics and staff meetings to improve communication & performance.
 - Manage recruiting, hiring, and firing.
 - Facilitated successful company purchase and succession plan.
- 2008 **Chatham Financial**, Kennett Square, PA
MBA Associate
- Worked directly with company CEO and founder in a newly created position.
 - Participated in 3-year strategic review of company, including presentation of strategic review to Director of Strategy. Wrote company core values statement. Developed leaders' podcast to improve company-wide communication.
- 2003 – 2007 **Subcommittee on Military Construction and Veterans Affairs, United States Senate Appropriations Committee**, Washington, DC
Professional Staff
- Negotiated eight public laws with the U.S. House of Representatives to allocate military spending.
 - Conducted due diligence at U.S. military bases in 13 countries around the world.
 - Analyzed over 2,000 construction projects and allocated over \$50 billion in funding.
 - Drafted legislation and committee reports, working directly with senators and top military leaders to develop, communicate, and execute congressional directives.

- Managed subcommittee hearings, coordinating senators, staff, and witnesses to discuss and resolve contentious policy disagreements.

2001 – 2003 **United States Senator Kay Bailey Hutchison**, Washington, DC

Special Assistant

Collaborated with senior staff to execute Senator's schedule and prepare her for events and meetings with press, constituents, government officials and corporate executives.

EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business, Durham, NC

Master of Business Administration, May 2009. Merit scholarship recipient. Co-President, "Duke Start-up Challenge" business planning competition. 1 of 4 students to receive Entrepreneurship Award. Established "Fuqua Day in RTP" to facilitate interaction between MBA students and entrepreneurs. Concentrations in Finance and Strategy.

TEXAS TECH UNIVERSITY, Lubbock, TX

Bachelor of Business Administration, Magna Cum Laude in Finance, May 2001. GPA: 3.8/4.0. College of Business Leadership Council, President. Established church missions program; led 2 mission trips in Oklahoma City and Arkansas, Texas, and Oklahoma. Attended six-week intensive language school in Granada, Spain.

ADDITIONAL

- Member, Leadership Georgia, Class of 2014. Program Chair, Washington, DC Program, 2019.
- Trustee, Roxboro Valley Association (community swim and tennis club). Board President, 2015 – 2018.
- Member, Administrative Board, Peachtree Road UMC, 2014 – 2016. Kindergarten Sunday School Teacher.

Recent Pole Attachment Seminars/Presentations			
Topic	Organization/Event	Location	Date
Managing the Fiber Onslaught	Pole Attachments Best Practices Conf	Online	January 2022
Broadband/Joint Use Safety	KEC Safety Conference	Lexington, KY	December 2021
Pole Attachments in the Broadband Era	KY Electric Cooperatives Annual Attorney Meeting	Louisville, KY	November 2021
Joint Use/Pole Attachment Workshop	Alabama Rural Electric Association	Montgomery, AL	October 2021
Pole Attachment Update	FL Electric Coops Association, E&O Conference	Tampa, FL	June 2021
Utility Pole Attachments in the Age of COVID and 5G	EUCI	Online	September 2020
Best Practices for Managing and Updating Joint Use and License Agreements	Osmose University	Peachtree City, GA	February 2020
Pole Attachment Best Practices	EUCI	Costa Mesa, CA	January 2020
One-Touch Make-Ready Toolkit: Process Overview, Opportunities and Pitfalls	NESC Workshop	Kansas City, MO	October 2019
Expert Forum: How and Why Risk-Averse Utilities Need to Capitalize on the 5G Boom	Utility Analytics Institute	Webinar	October 2019
Utility Telecommunications Infrastructure and Service Summit	TelePOWER Conference	Denver, CO	September 2019
Utility Pole Attachments: Understanding New FCC Regulations and Industry Trends	EUCI	Denver, CO	June 2019
OTMR Toolkit and Pole Attachment Update	MMEA	Grand Rapids, MI	May 2019
Wireless Pole Attachment Best Practices	SCAPPA	Glendora, CA	April 2019
Pole Attachment Update	KY Electric Coops E&O	Lawrenceburg, KY	April 2019
We Work Better When We Work Together	Alden Systems User Conference	Birmingham, AL	April 2019
Utility Pole Attachments 101	EUCI	Huntington Beach, CA	January 2019
Pole Attachment Update	MMEA Spring Meeting	Grand Rapids, MI	May 2018
Pole Attachments 101	KY Electric Coops E&O	Owenton, KY	May 2018
Utility Pole Attachments: Understanding New FCC Regulations and Industry Trends	EUCI	Nashville, TN	May 2018
Pole Attachment Contract Best Practices	Alden Systems User Conference	Tampa, FL	April 2018
Wireless Pole Attachments Best Practices	EUCI	Anaheim, CA	January 2018
Utility Pole Attachments: Understanding New FCC Regulations and Industry Trends	EUCI	Atlanta, GA	May 2017
Utility Pole Attachments: Understanding New FCC Regulations and Industry Trends	EUCI	Denver, CO	September 2016