

MARIA POPO

Denver, CO

mpopo18@gmail.com

303.521.5588

EXECUTIVE BENCHMARKS & MILESTONES

CEO – CFO – President – Board Member – Americas VP, Global Fortune 50

Trusted board member and internationally experienced executive with a track record of translating technology into market dominant businesses.

Profit & Loss
Financial Analyst
Growth Strategist
Go-To-Market
Digital Transformation
WW Product Management
Global Relationships
International Leadership
Regulatory Compliance

- **Ubee Interactive CEO Americas, President and Executive Board Member** with a history of business growth resulting in \$150M top-line gains within four years.
- **Turned 3Com's home networking exit into a new startup.** Created a \$1B+ business & attained 13% global market share within two years by identifying and launching new markets with high-performing worldwide teams.
- **Developed international partnerships** with Intel Israel, Qualcomm US, Telmex Mexico, SoftBank Japan, Liberty Global UK.
- **Translated product strategy into data-driven revenue roadmaps for Foxconn**, resulting in 35% top-line and 10% bottom-line incremental growth.
- **Monitored client financials and transformed high-risk business models into secured revenue** by negotiating leveraged, high-volume contracts and shipments.
- Currently developing a **funding strategy** for a startup creating a new SaaS category.

BOARD EXPERIENCE

FOUR18 Intelligence (Private)
Independent Board Director

2021 - Present

Cybersecurity workforce development built on a PaaS hunting skills and collaboration platform.

Ubee Interactive (Private)
CEO Americas/President and Executive Board Director

2006 - 2018

Ubee is a worldwide provider of carrier class networking and home networking products well known in its markets.

Women in Cable & Telecom (Non-Profit)
President Rocky Mountain, Board Chair

2013 - 2015

WICT creates women leaders who transform the cable and media industry.

Foxconn (Public)
Executive Employee – Board Advisor Americas (Ambit Microsystems)

2004 - 2006

Hon Hai Precision Industry Co., Ltd., trading as Foxconn Technology Group and better known as Foxconn, is a Taiwanese multinational electronics contract manufacturing company.

CORPORATE LEADERSHIP

Mindaptiv 2021 - Present
Interim CFO

MindAptiv creates self-writing software generated real-time through voice. Categories: SaaS/PaaS, HPC.

- Tasked with GTM and funding strategy for a SaaS and hard tech startup with a \$220M valuation.
- Responsible for business planning, budgeting, accounting, financial reporting, capital raising and allocation, and investor and bank relations.

Stanford University 2018 - 2020
Fellow, Distinguished Careers Institute (DCI)

One of 27 fellows accepted into an on-campus, intergenerational professional education program.

- Completed a technology and ESG pathway with a specialization in design thinking.

Ubee Interactive - Denver, Colorado 2006 - 2018
President and Americas CEO

A worldwide provider of Internet access devices such as wireless gateways, broadband modems, video and voice over IP, CDMA/LTE routers. Categories: Telco, MSO/Media, Mobile, SaaS/PaaS, Consumer Electronics

- Business Development. Led company to implement both financial and operational infrastructure to support growth. Created a foundation and culture that enabled rapid development and new market dominance.
- Revenue Growth. Created a new brand and directed strategy that produced an average 25% YoY growth. Expanded market footprint with 60% of new product sales coming from core customers.
- International Expansion. Opened new markets and positioned for continuous growth in Latin America, producing 25% of revenue from this region by 2016. Attained 14.3% total market share within 18 months.
- Corporate Culture. Created an environment built on trust, communication and collaboration which energized teams and led to winning \$90M contracts.
- Compliance. FCC/FDA/EPA/Global Trade
- Audit. GAAP/SOX

Foxconn Corporation - Denver, Colorado 2002 - 2006
VP Americas

A Taiwanese multinational electronics contract manufacturing company. Markets: Telco, MSO, Mobile, OTT

- Product Innovation. Catapulted company to the top of the market through first-to-market new products. Acquired 12% share of a heavily competitive market within 18 months of launch. Developed trust and relationships needed to succeed as a foreign employee.

3Com Corporation - Denver, Colorado 1998 - 2002
Head of Cable Global Marketing and National Sales

A digital electronics manufacturer of consumer electronics, networking equipment and provider of software.

Markets: Carrier, Large Enterprise, SMB, Channel, OEM, Consumer Electronics.

- Accelerated Profits. Entered the consumer electronics segment and won \$10M+ contracts at 50% gross margins from Tier One Operators through marketing incentives and customer relationships.

3M Communications - Austin, Texas 1993 - 1998
Head of Cable Sales, Customized Fiber Optic Products

3M technology & products deliver performance enhancements for networks and telecom infrastructure.

- Product Modifications for New Markets. Led 3M's entrance into the cable industry winning several \$1M contracts. Created the fiber optic customized product line winning 3M's Golden Step award.

EDUCATION

Stanford University, CA – Distinguished Careers Institute Fellow
City University of New York (CUNY), BA Liberal Arts