

Spencer S. Andrews

Operations Manager

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Experienced business leader with 12+ years in aesthetics, telecommunications, and entertainment. Proven track record of driving growth through strategic partnerships, securing multimillion-dollar contracts, and leading large-scale projects. Led rebranding, digital transformation, and facility expansion at Signature Aesthetics, boosting efficiency and customer engagement. Founded Telgim, LLC, achieving a 20% annual revenue increase by delivering telecom solutions across six states. Skilled in operational strategy, program management, and negotiation, with a focus on measurable results and team success.

EXPERIENCE

Director of Business Operations, Sandpoint, ID (Remote) September 2020 - Present
Signature Aesthetics, LLC

- Streamlined operations for two offices by implementing software, enhancing efficiency and reporting.
- Created standardized policies for operations and employment ensuring alignment and compliance.
- Cut expenses by 15% through a budget evaluation process while sustaining revenue growth.
- Led cross-functional collaboration with an external marketing team to deliver impactful campaigns.
- Led weekly strategy meetings with managers and owners to align goals and address challenges.

Managing Director, Seattle, WA January 2022 - October 2024
Spindum, Inc.

- Secured building licenses and city approvals for Small Cell radio installations under the Helium DePIN project.
- Installed ADS-B antennas for the Wingbits DePIN project, advancing decentralized flight tracking.
- Directed NFT deployment on the Solana blockchain, boosting online distribution and sales.
- Built strategic partnerships and secured OSP engineering contracts, driving revenue growth.
- Achieved MBE certification, expanding government and partnership opportunities.

Founder & Chief Executive, Seattle, WA (Hybrid) September 2013 - December 2021
Telgim, LLC

- Secured \$13.2M engineering and construction fiber service contracts in the Pacific Northwest.
- Expanded telecom partnerships across six states, driving a 20% annual revenue increase and national growth.
- Opened two offices and led a team of 32, fostering operational excellence and team success.
- Designed a vendor management strategy, cutting costs and boosting profitability.
- Achieved MBE certification through Northwest Mountain MSDC, enhancing supplier diversity.

OSP Fiber Engineer, Sandpoint, ID (Remote) October 2011 - December 2013
Satcom Systems, Inc.

- Provided telecom engineering expertise for CHR Solutions on the Vermont FiberConnect project.
- Delivered telecom infrastructure services for Mastec, Inc. on the Google Fiber project in Provo, UT.
- Assisted in leading a FTTH fiber project for the Coeur d'Alene Tribe, connecting over 200 homes.

Associate OSP Engineer, Snohomish, WA (Remote) January 2007 - September 2011
ATCO Communications Services, LLC

- Managed ROW access, easements, and permitting, ensuring compliance and timely project approvals.
- Designed OSP plans and capacity strategies, delivering efficient, scalable solutions for large-scale projects.
- Collaborated with officials and developers to ensure compliance and project alignment.

Publisher, Sandpoint, ID December 2005 - December 2018
Dummy Boy Publishing, LLC

- Managed a 49-song catalog, achieving video airplay, international distribution, and radio chart placements.
- Secured licensing deals with Warner Music and Sony, boosting global visibility and reach.
- Collaborated with top producers and managers to pitch projects and secure major label opportunities.

EDUCATION

Western Governors University, Salt Lake City, UT December 2024
Bachelor of Business Administration in Management

W.P. Carey School of Business, Arizona State University, Tempe, AZ January 2025 - December 2026
Master of Business Administration (M.B.A.)

SKILLS

Strategic Leadership

Project and Operations Management

Business Development and Negotiation

Leading and Developing Teams

CERTIFICATES

Introduction to Generative AI Learning Path, Google Cloud Training Online December 2024

Google Project Management Professional Certificate, Google Career Certificates July 2024

Six Sigma White Belt, The Council for Six Sigma Certification (CSSC) November 2023

Prompt Engineering and Advanced ChatGPT, edX June 2023

General Music Studies - Advanced Professional, Berklee College of Music September 2022