

## **Women's Wireless Leadership Forum President Joins SQUAN as National Director, Business Development**

*Carolyn Hardwick to Lead Business Development in Engineering as well as Grow SQUAN's Entry into New Service Verticals*

ENGLEWOOD, N.J. ([PRWEB](#)) September 04, 2019 -- [SQUAN](#), an industry leader specializing in telecommunications design/build services for network infrastructure, announced today the appointment of Carolyn Hardwick as its new National director, business development. While her primary responsibility is to lead business development efforts in engineering, Hardwick will bring much more to SQUAN's growth and expansion as wireline, fiber and wireless carriers continue to converge and intensify pressure on operational excellence.

A highly experienced telecom/wireless communications professional, Hardwick has garnered a wealth of industry knowledge from her past professional experiences that she will leverage in this new role and has a proven record of successfully supporting business expansion efforts throughout her career.

“Carolyn is well-versed in the role of National business development director and is committed to ensuring SQUAN's drive for excellence with client relations, contract negotiation, creative marketing strategies, and results-driven solutions,” said SQUAN's CSO, Keith Pennachio. “Her abilities to foster long-term executive-level relationships, lead productive teams, and adapt in our fast-paced industry have supported her professional successes to date and will surely continue to do so in her new role at SQUAN.”

While SQUAN has embraced diversity since its inception, the company will leverage Hardwick's leadership status in the [Women's Wireless Leadership Forum \(WWLF\)](#) to improve upon our own organization's efforts to encourage and support women's ability to take on leadership roles at SQUAN and throughout the wireless/telecom industries.

Prior to joining SQUAN, Hardwick served as National Account Director at KGPCo, managing Multiple System Operators (MSOs) in the cable telecommunications sector. She has held director level positions at both Bluestream Professional Services and SBA Communications Corporation managing client relations, contract negotiation, business strategy, marketing and identification of new revenue opportunities.

Additionally, throughout Hardwick's decades in the telecom/wireless industry she has worked in roles, including project manager / business development manager at Infinigy Engineering, business development / outside sales at Graybar Electric Company, site development manager at Southeast Towers, LLC, and Property and construction manager at AIRGATE PCS / ALAMOSA PCS / SPRINT-NEXTEL.

Hardwick currently serves as president of the Women's Wireless Leadership Forum (WWLF). She is also a member of the global organization, Women in Cable Telecommunications (WICT), as well as ten State Wireless Association Programs. Hardwick received a Master of Arts in teaching from The University of Charleston as well as a Bachelor of Science in Administrative Management from Clemson University.

About SQUAN

SQUAN combines its unique and in-depth knowledge of network engineering and fiber construction to solve



complex and evolving telecommunications problems around macro networks, small-cell, DAS, 5G, IoT and smart cities for wireless, wireline and enterprise customers. SQUAN is focused on the evolution of communications networks of all types and how new technologies are changing the landscape of infrastructure. SQUAN provides design/build and advisory services for backhaul, small-cells, C-RAN, fiber, Right-of-Way, technical installs and maintenance. For more information visit: [www.squan.com](http://www.squan.com), or contact SQUAN's Head of Strategy, Keith Pennachio at [kpennachio\(at\)squan\(dot\)com](mailto:kpennachio@sqan.com).

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