



Chip Swanson

Vice President of Carrier Sales
FiberLight, LLC



Chip Swanson brings 25 years of Telecom experience to FiberLight and was promoted to the role of Vice President of Carrier Sales, where he manages five carrier sales directors. Chip and his team are responsible for FiberLight's ongoing core business with many of the world's largest and most recognized carrier and wholesale accounts in the IXC, CLEC, ILEC, PTT, CAP, Wireless, MSO, and CDM market segments.

Coming to FiberLight five years ago as a Director of Carrier Sales, Chip has focused primarily on the wholesale and wireless carrier sectors. Over the years, Chip has held sales and sales management positions at several carriers including Cable & Wireless, Lightnet, WilTel, MCI Worldcom, and Progress Telecom, as well as equipment providers Avanti and Newbridge Networks.

Chip attributes his continued Telecom success on his ability to offer customized solutions which meet customer needs as well as his keen understanding of people and his ability to manage resources. He firmly believes the secret of the success of Fiberlight is held in the company's culture and its people.